

THE CHEMIST AND DRUGGIST

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[Charged as two words only.]

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No. 1,774. Vol. LXXXIV.

JANUARY 24, 1914.

{ Subscription, 10s. per annum, including Diary.
Free the World over. Single Copies, 6d. each.
Winter and Summer Issues, 1s. each. Post Free.

Extract of Malt with Cod-Liver Oil.

A perfect amalgamation of Norwegian Cod-Liver Oil with active Malt Extract.

Specially prepared by
Allen & Hanburys Ltd.
in their
own laboratories.

Supplied in amber-tinted glass jars, screw metal caps, labelled.

½ lb. by weight	5/-	doz.
1 lb. "	8/6	"
2 lb. "	15/-	"
4 lb. "	26/-	"
7 lb. "	42/-	"

Also in porcelain jars,
fitted with screw metal
caps, labelled.

½ lb. ...	5/3	doz.
1 lb. ...	9/-	"
2 lb. ...	16/-	"
4 lb. ...	27/-	"
Cartons 9d. per doz.		
extra.		

Allen & Hanburys
Ltd.
London.



Extract of Malt with Cod-Liver Oil.

A perfect amalgamation of Norwegian Cod-Liver Oil with active Malt Extract.

Specially prepared by
Allen & Hanburys Ltd.
in their
own laboratories.

Supplied in bottles
fitted with shives.

6 oz. f.c.	5/-	doz.
8 oz. f.c.	7/-	"
10 oz. f.c.	7/9	"
12 oz. f.c.	8/6	"
16 oz. f.c.	10/6	"
24 oz. f.c.	15/-	"

Cartons 9d. per doz.
extra.

Special quotations for
deliveries of 1 gross
and upwards.

Specimens of available
labels and cartons for-
warded on request.

Allen & Hanburys
Ltd.
London.

Window Displays of WRIGHT'S COAL TAR SOAP

SHOW A PROFIT OF **30%** ON THE
SELLING PRICE, or **46%** ON THE
BUYING PRICE, AND IN ADDITION

14 CASH PRIZES
ARE GIVEN ANNUALLY FOR

WINDOW DISPLAYS

AS UNDER—

First Prize -	£25	Third Prize -	£10
Second Prize	£15	Fourth Prize -	£5
And 10 Consolation Prizes of £1 each.			

Extracts from two letters recently received regarding Window Displays of Wright's Coal Tar Soap :

A LONDON CHEMIST writes :

November 7, 1913.

"I will give you my own experience of selling Wright's Soap. Ten years ago I sold a tablet occasionally; six years ago I placed it in my window and began pushing it, and from that time I have not had a box of Coal Tar Soap other than Wright's in my place, recognising that apart from it being a good soap, worthy to recommend, that you very considerably gave very fair terms to all, and especially to all who give it a good show in windows."

A DERBYSHIRE CHEMIST writes :

September 23, 1913.

"I may say that the display in window is still going on, and is likely to do so for several weeks longer. I have sold a lot more of your soap lately than at any previous time. You will be interested to know that one client to-day took no less than ten boxes."

WRIGHT, LAYMAN & UMNEY, L^{td}.
Southwark, LONDON, S.E.

Armour's

Thyroid Powder, Standardized.

The iodine contained in Thyroid glands varies with the seasons. That prepared and standardized at the Armour Laboratory is made to run uniformly two-tenths of one per cent. organic iodine in Thyroid combination. This enables the physician to administer the exact desired amounts of Thyroid medication.

Order Armour's Standardized Thyroids!

Pituitary Liquid, Armour.

A Solution of the active principle of the posterior lobe of the Pituitary body for hypodermic use. Pituitary Liquid is indicated in surgical shock, intestinal paresis, uremic poisoning, protracted labour, and that vast array of diseases in which the Pituitary substance has been employed with marked success. Pituitary Liquid is put up in boxes of six 1-c.c. ampoules. Each ampoule represents 0.2 gram. of fresh posterior lobe substance.

Price List and Literature will be forwarded on request to

ARMOUR AND COMPANY
LIMITED LONDON

Lavona Hair Tonic

Sell it under a guarantee of satisfaction or money back.

There is not the slightest doubt that selling any goods on such liberal terms makes people talk, and by their talk your reputation for fair dealing is widely advertised. They recommend you to their friends, and recommendation is about the finest method of advertising. There is only one better we know of—*to get someone else to pay for your advertising*. That's the method we propose to adopt, if you will co-operate with us.

We will Advertise over your name in the local paper.

Yes, at our own expense we will advertise over your name locally to the effect that Lavona Hair Tonic can be bought from you under a guarantee of satisfaction or money back. The only conditions we ask of you are that you stock and sell the tonic on these terms, and assist us as far as lies in your power to select a suitable paper.

That does not necessarily mean that if your town has not a paper of its own we cannot advertise the tonic over your name—we may be able to arrange the use of a paper that will show even better results and create inquiries from other parts of the country. A chemist we have in mind, sells many bottles of Lavona Hair Tonic by post in addition to his counter sales.

We protect you from all risk.

It matters not how many refunds you are called upon to make, we allow you in full for every one, and guarantee you your full profit on every bottle of Hair Tonic you sell. You are placed under no obligation whatever if we send you full information, and we will gladly do this on receipt of a postcard requesting same.

Send a postcard to-day to:—

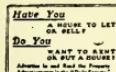
TOKALON LIMITED

Tokalon House

212-214 Great Portland Street,
LONDON, W.

GET READY

for the demand we are creating for Dr. FROMBERG'S JOINT PREPARATION
by full-page advertisements in the leading newspapers.



Daily  **Express**

NO. 4,299.

LONDON, SATURDAY, JANUARY 12, 1914.

ONE HALFPENNY.

DRINK AND ENJOY
DELICIOUS
MAZAWATTEE
TEA
Smaller cups to British Public and Tea
Gardens. Tea at Reduced Prices and This
Can be obtained from all Druggists.

291 CURED SINCE SEPTEMBER !!!

50,000 Treatments of Dr. Fromberg's
JOINT PREPARATION FOR **RHEUMATISM**
SCIATICA, NEURITIS,
LUMBAGO, PLEURISY.

On sale at all Chemists'.

Grateful
Letters
Received
Daily.

Our £100 Challenge still stands.

£100 will be paid to any person in the United Kingdom who can prove that any
of the hundreds of Testimonials we publish are either solicited or not genuine.

DR. FROMBERG'S JOINT PREPARATION

FOR
OUTWARD
USE

1/1½ 2/9 4/6 & 11/-

75 Recent Testimonials with each Package.



**MIDLAND DRUG CO.
NOTTINGHAM.**

*The following does not appear in our public
adverts., but is for the benefit of
the trade only.*

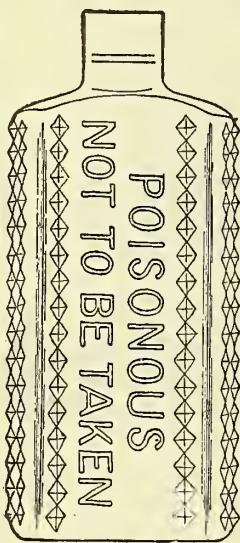
Unlike many heavily advertised proprietary lines, Dr. Fromberg's Joint Preparation, on which the sole proprietors, the Midland Drug Co., Nottingham, are spending large sums in advertising, will show to the retail chemist 25 per cent. profit. The Proprietors therefore respectfully ask the trade for their support in their endeavour to force a return to proper and reasonable profits for retail chemists, who have done so much in the past in helping to make many preparations a household word. The prices of 1/1½, 2/9, 4/6 & 11/- for Dr. Fromberg's Joint Preparation are protected.

THE

"POISONOUS" POISON BOTTLE

MADE IN ENGLAND.

The CHEAPEST POISON BOTTLE IN THE MARKET.



Front.

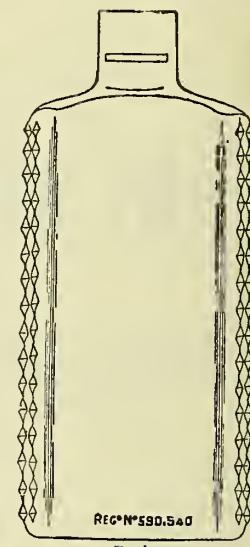
Owing to the numerous requests from the trade for a **CHEAP** Bottle to comply with the new Privy Council regulations made under the "Poisons and Pharmacy Act, 1908," the Inventors of the "Practical" Poison Bottle have designed the "**POISONOUS**" **POISON BOTTLE**, which complies with all the requirements of the new Act.

This Bottle is made with a ridge in the neck, which enables it to be used for either a rubber Stopper or a Cork, and is made in a rich blue colour, also in pale green for Ammonia.

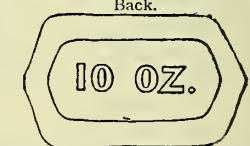
Compare the following Prices with those of other Poison Bottles, and you will find them the lowest that can be obtained:—

PRICES PER GROSS.

1-oz.	2-oz.	3-oz.	4-oz.	6-oz.	8-oz.	10-oz.	12-oz.	16-oz.	20-oz.	24-oz.
5/5	6/2	7/3	8/4	10/9	12/4	16/2	17/9	22/4	25/3	29/10

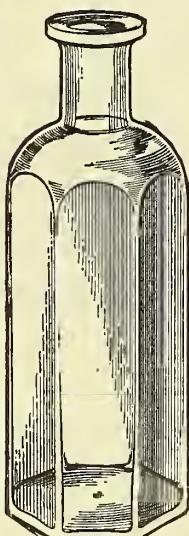


Back.



Bottom.

The "**POISONOUS**" **POISON BOTTLE** can be obtained from Messrs. Maw, Son & Sons; Evans Sons Lescher and Webb (London and Liverpool); Sangers; May, Roberts and Co., Ltd., or any other of the leading Wholesale Houses.



"IDEAL" BOTTLE

THE BEST FOR
SPECIALITIES AND PREPARATIONS.

The several flat sides have the effect of brilliantly reflecting the contents, thus greatly increasing the natural brightness of the preparation. This is evident when seen in a good light, as in a shop window. A good, attractive bottle, well labelled and finished, frequently sells a preparation.

PRICES PER GROSS.

	1/2-oz.	1-oz.	1 1/2-oz.	2-oz.	3-oz.	4-oz.	6-oz.	8-oz.	10-oz.	12-oz.	16-oz.	20-oz.
W.G. "Ideals" ...	4/10	5/5	6/2	7/-	7/10	9/5	11/7	14/-	16/8	18/3	23/8	29/1
Amber and Actinic "Ideals" ...	5/8	6/2	7/-	7/10	8/7	10/3	13/2	15/1	18 3	19/11	25/10	31/2
W.G. "Ideals" Stoppered ...	19/11	20/5	21/6	22/-	23/5	25/10	30/1	33/10	36/7	39/9	47/4	51/7
Amber and Actinic "Ideals" Stoppered ...	20/5	21/6	22/4	23/1	24/2	27/5	31/9	35/6	39/3	41/11	50/6	55/11

Compare these quotations with those of other bottles, especially the stoppered ones.

TEST THE "IDEAL" BOTTLE BY PLACING THE SAME LIQUID IN AN "IDEAL" AND AN ORDINARY ROUND BOTTLE OF THE SAME SIZE, AND SEE THE DIFFERENCE IN APPEARANCE.

The "Ideal" Bottle can be obtained from Messrs. MAW, SON & SONS, EVANS SONS LESCHER & WEBB, Ltd., SANGERS, MAY, ROBERTS & CO., Ltd., J. F. MACFARLAN & Co. (Edinburgh), and other leading Wholesale Houses.

MADE IN ENGLAND.



INDEX TO ADVERTISEMENTS IN THIS ISSUE.

The Arabic numerals (1 to 32) in this Index refer to Advertisements in front of the literary pages; the Advertisements following the literary pages are numbered in Roman numerals (i to xvi).

Page	Page	Page	Page
Ainslie & Co. ....xii	Davies, Sons & Co. ....9	Kent, G. B., & Sons, Ltd. ....24	Shirley Bros., Ltd. ....xii
Airtight Capsules Co., Ltd. ....ii	Diamond Mills Paper Co. ....28	Knox Walker, J., & Co., Ltd. ....28	"Silwyr" ....24
Alexandre, L. ....xii	Duncan, Flockhart & Co. ....v	Leesol Perfumery Co. ....26	Singleton & Cole, Ltd. ....xii
Allan, A. E. ....xii	Edwards' Harlene Co. ....10	Levermore, A., & Co., Ltd. ....xii	Slegg & Co. ....17
Alcock's Plasters ....x	Ellison, H., Ltd. ....xii	Liverpool Lint Co. ....xi	Smith, T. & H., Ltd. ....xiii
Allen & Hanburys, Ltd. ....Cover	Erasmio Co., Ltd. ....26	Liverpool School ....20	Solazzi Liquorice Juice ....16
Alliance Drug and Chemical Co. ....vii	Eucryl, Ltd. ....25	Lofthouse & Saltmer, Ltd. ....15	Solport Bros. ....22
Allison, B. ....Col. Supp.	Exchange Column ....Col. Supp.	London College of Chemistry 21	Standard Tablet & Pill Co., Ltd. ....Cover
Armour & Co., Ltd. ....1	Farley & Co. ....18	London Hygienic Chemical Co. ....viii	Stedman, Dr. ....xii
Atkinson & Barker. ....vi	Faulding, F. H., & Co. ....viii	London Proprietary Co. ....ii	Steele & Marsh ....iv
Ayrton, Saunders & Co., Ltd. ....30	Fentiman, A. G. ....xii	Lueders, G., & Co. ....22	Stern Sonneborn Oil Co., Ltd. ....27
Bailey, W. H., & Son ....xi	Fink, F., & Co. ....xii	Matthews, D., & Son Col. Supp.	Stevens, C. H., Ltd. ....vi
Baisie Bros. & Stevenson, Ltd. ....23	Finzelberg's, H., Chemical Works ....viii	Maw, S., Son & Sons ....11	Stevenson, H. E., & Co. ....29
Baker, Parson C. ....Col. Supp.	Fletcher, Fletcher & Co., Ltd. ....Text 122	McAdam & Tuckniss Col. Supp.	Tilling, T., Ltd. ....18
Barnett & Foster ....Cover	Fulham Pottery & Cheavin Filter Co., Ltd. ....x	McKesson & Robbins ....27	Tokalon, i.t.d. ....2
Bath and West of England College ....21	Gérandel, A. ....xv	McQueen, J., & Co. ....Col. Supp.	Tomlinson, T., & Son Col. Supp.
Beecham, T. ....vi	Glasgow School ....20	Merten, F., & Co. ....Col. Supp.	Toogood, W., Ltd. ....x
Beiersdorf, P., & Co. ....32	Griffin, J. J., & Sons, Ltd. ....18	Midland Drug Co. ....3	Tooth's Extract of Meat Co. ....15
Benger's Food, Ltd. ....32	Hackett, S. E. ....Col. Supp.	Millar, A., & Co., Ltd. ....ii	United Drug Co. ....12, 13
Berdoo & Fish ....Col. Supp.	Haider, E. C. ....xii	Mitchell, N. W., & Sons, Ltd. ....16	Van Horn & Sawtell ....xii
Bidwell, Bidwell & Co., Ltd. ....24	Hardy Patent Pick Co., Ltd. ....13	Mumford, G. S., & Sons Text 122	Viscosa Development Co., Ltd. ....24
Blyton, Astley & Co. ....i	Harley, T. ....viii	Newbery, F., & Sons, Ltd. ....22	Wander, A., Ltd. ....17
Boehringer, C. F., & Soehne ....iv	Harrison & Waide ....21	Nitsche & Gunther Optical Co., Ltd. ....19	Ward & Goldstone ....21
Bovril, Ltd. ....14	Harvey Bros. ....xiii	Orridge & Co. ....Col. Supp.	Wardale, F. C., & Co. ....xiii
Brett & Co. ....Col. Supp.	Haywood, J. H., Ltd. ....ix	Pineox Co., Ltd. ....30	Washington Chemical Co., Ltd. ....ii
Bristol-Myers Co. ....15	Henry, T. & W. ....ii	Plasmon, Ltd. ....15	Wattnbach, Oscar ....xii
Bromley, A. W. ....Col. Supp.	Hewlett, C. J., & Son, Ltd. ....iii	"Poisonous" Poison Bottle ....4	West, T., & Son ....ii
Buehler, H. ....iv	Works, Ltd. ....v	Pure Aeration Supply, Ltd. ....xiv	Westminster College ....20
Burge, Warren & Ridgley, Ltd. ....xi	Horlick's Malted Milk Co. ....15	Raworth, J. E. ....viii	Whiffen & Sons, Ltd. ....ii
Burrough, J., Ltd. ....Text 122	Ichthyol Co. ....v	Reade Bros. & Co., Ltd. ....viii	Whittaker & Co. ....30
Burroughs Wellcome & Co. ....31	"Ideal" Bottle ....4	Rendell, W. J. ....viii	Wright, J., & Co. ....30
Campbell, J. D. ....xii	Isaacs, I., & Co. ....x	Resinol Chemical Co. ....iii	Wright, Layman & Umney, Ltd. ....Cover
Chemical Union, Ltd. ....Text 122	Jewsbury & Brown ....Text 122	Robinson, B., & Co., Ltd. ....xiii	Youldon, E., Ltd. ....ix
Chemical Works, Victoria ... 17	Josephs, P., & Sons, Ltd. ....Col. Supp.	Rudduck & Co. ....Col. Supp.	Zahradnik, J. ....xii
Chemists' Friendly Society Col. Supp.	Junora Wine ....17	Saccharin Corporation, Ltd. ....xvi	Zimmermann, C., & Co. (Chemicals), Ltd. ....22
Christy, T., & Co. ....32, xiii		Sanitas Co., Ltd. ....Text 122	
Coleman & Co., Ltd. ....xiv		Schacht, Warner & Co. ....Text 122	
Compagnie Juvenile ....iv		Schlemann's Oil & Ceresine Co., Ltd. ....24	
Cook, Geo. ....Col. Supp.			
Crewe & Co. ....16			
Curle, J. A., Ltd. ....xiii			

THE BUYERS' GUIDE.

In this section, under appropriate headings, are given the names of firms advertising in this or other issues of the month. No charge is made to advertisers for the insertion of their names, but only those who have contracts current for advertising in this journal are mentioned. The headings refer generally to the classes of goods actually advertised, but this is not a detailed Guide such as appears in "The Chemist and Druggist Diary." Inquiries addressed to the "Information Department," THE CHEMIST AND DRUGGIST, 42 Cannon Street, London, E.C., regarding articles not appearing in these pages receive prompt attention, as shown weekly in the editorial pages.

ADVERTISING

Allison, J. R. B.
Bell Advertising Co.
Bromley, A. W.
Degen, F. A.
Harvey Bros. Advtg. Agency
Richardson's Service

AER.-WATER MACHINERY
Barnett & Foster
Flugel & Co.

Pure Aeration Supply, Ltd.
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Boake Roberts & Co., Ltd.
Bush, W. J., & Co., Ltd.
Flugel & Co.

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Stevenson & Howell, Ltd.

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Idris & Co., Ltd.
Jewsbury & Brown

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Lorimer, John

I.-H. ORTICUL. PREPS.
Reade Bros. & Co., Ltd.

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Allen, Stafford, & Sons, Ltd.
Plantin Bros.

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Boehringer, C. H., Sohn
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Howards & Sons, Ltd.
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Merek, E.
Roques, Ferdinand
Smith, T. & H., Ltd.
Whiffen & Sons, Ltd.
Widenmann, Broicher & Co.
Zimmermann, C., & Co.

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Bnneher & Haseler, Ltd.
Eley Bros., Ltd.

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Hall Forster & Co., Ltd.

AMERICAN PROPRIETARIES

Roberts & Co.

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Brown & Blackburn
Brunner, Mond & Co., Ltd.
Scrub & Co., Ltd.

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Howards & Sons, Ltd.
Macfarlan, J. F., & Co.
Smith, T. & H., Ltd.
Zimmermann, C., & Co.

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Hopkin & Williams Ltd.
ANILIN DYES

Crawshaw, E., & Co

ANNATTO

Fnilwood, R. J., & Bland
Tomlineon & Hayward, Ltd.

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Burge, Warren & Ridgley, Ltd.

ANTISEPTICS

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BLTING

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Wood, Vincent

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Lewis, H. K.

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Spatula Co.

Squire's "Companion"

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Newball & Mason

Potter & Clarke, Ltd.

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Beatson, Clark & Co., Ltd.
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Ferry, T., & Son, Ltd.
Gaasch, J. B.
"Ideal" Bottle
Isaacs, I., & Co.
Maw, S., Son & Sons
Melin, C., & Co.
"Poisonous" Poison Bottle
Potter, H., & Co.
Swales, Thomas
Youldon, E., Ltd.
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BOXES. GREASEPROOF

Rogers & Co.

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"Silwyr"

Turner, Son & Co., Ltd.

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Clark, Cicero S.

Lorimer-Marshall, Ltd.

Warrick Brothers

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Roques, Ferdinand

CAMERAS

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CAMPHOR

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May & Baker, Ltd.
Whiffen & Sons, Ltd.

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Ehrhardt, H., & Co., Ltd.

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Bette & Co., Ltd.

Darter, Wilkinson & Co.

Leclerc & Charrat

Smith Bros. & Co.

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Baiss Bros. & Stevenson, Ltd.

British Drug Houses, Ltd., The

Davies, Sons & Co.

Denonal, Jules, & Co.

Dun, R. T.

Duncon, Flockhart & Co.

Martindale, W.

Parke, Davis & Co.

Stevenson, H. E., & Co.

Stohr, Dr. Franz, Ltd.

Tye, John, & Son

Warrick Bros

Wiggleworth & Co

Woolley, J., Sons & Co., Ltd.

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Hoffmann-La Roche, Ltd.

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British Machine Co., Ltd.

National Cash Register Co., Ltd.

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Brunner, Mond & Co., Ltd.

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Muniford, G. S., & Sons

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Sturge, John & E., Ltd.

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CHEMICAL PLANT

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Brunner, Mond & Co., Ltd.
Burgoine, Burbidges & Co.
Burroughs Wellcome & Co.
Carnegie Bros.

Corbyn, Stacey & Co., Ltd.

Evans Sons Lecher & Webb, Ltd.

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Merck, E.

Sturge, John & E., Ltd.

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Whiffen & Sons, Ltd.

White, A., & Sons

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Steele & Marsh

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Société d'Electro-Chimie

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CHLORODYNE

Davenport, J. T., Ltd.

CHLOROFORM

Alliance Drug & Chem. Co.

Burroughs Wellcome & Co.

Bush, W. J., & Co., Ltd.

Dunean, Flockhart & Co.

Macfarlan, J. F., & Co.

May & Baker, Ltd.

Smith, T. & H., Ltd.

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Singleton & Cole, Ltd.

CITRIC ACID AND CITRATES

British Drug Houses, Ltd., The

Burgoine, Burbidges & Co.

Howards & Sons, Ltd.

Strze, John & E., Ltd.

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Hicks, James J.

Maw, S., Son & Sons

Perken, Son & Co., Ltd.

Pillscher, J.

Powell, J. T., & Co.

Zeal, G. H.

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Senier, Alf., & Co.

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Boehringer, O. F., & Soehne

Buchler & Co.

Merck, E.

COCOA

Cadbury Bros., Ltd.

Plasmon, Ltd.

COD LIVER OIL

British Drug Houses, Ltd., The

Burge, John & Co.

Evans Sons Lecher & Webb, Ltd.

Jervell & Co., Ltd.

Möller, Peter, Ltd.

Sparkes, White & Co., Ltd.

Wright, Layman & Umney, Ltd.

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COMES

Galen Mfg. Co., Ltd.

Gripwell

Hovenden, R., & Sons, Ltd.

CONDENSERS

Bennett, Sons & Shears, Ltd.

CONFECTIONERY COLOURS

Bush, W. J., & Co., Ltd.

CONFECTIONERY, MEDICATED

Guest, Thos., & Co.

Parcell, James, Ltd

CONTINENTAL PROPS.

Bresillon, M., & Co.

Kopp & Joseph

Roberts & Co.

Schaeff, Warner & Co.

Wilcox Joicey & Co.

COPPERSMITHS

Braithwaite, H., & Co.

CORKS

Mitchell, N. W., & Sons, Ltd.

CORN EXTERMINATOR

Gardner

CORN PLASTERS

Beiersdorf, P., & Co.

Solport Bros.

CORRUGATED PAPER

Brightling, Geo. C., & Co., Ltd.

COUNTER ADJUNCTS

Evans Sons Lecher & Webb, Ltd

COUNTER SPECIALITIES

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British Drug Houses, Ltd., The

Burgoine, Burbidges & Co.

Hewlett, C. J., & Sons, Ltd.

Wright, Layman & Umney, Ltd.

COUNTING AND FILLING MACHINE

Forgrave Machinery Co., Ltd.

COURT PLASTER

Solport Bros.

CREOSOTE

Baiss Bros. & Stevenson, Ltd.

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Leathes, Ltd.

Norwich Crepe Co. (1855), Ltd.

Wood, Vincent

CYANIDES

May & Baker, Ltd.

DAIRY SPECIALITIES

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Oldfield, Pattinson & Co.

DENTAL MECHANICS

Ainslie & Co.

Carson & Co.

Fentiman, A. G.

Fentiman, A. J., & Co.

Halder, E. C.

Wardle, F. C., & Co.

DENTIFRICES

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Bell (John), Hills & Lucas, Ltd.

Berliner, Arthur

Blackie, Robert

Christy, T., & Co.

Cook, E., & Co., Ltd.

Cox, Arthur H., & Co., Ltd.

Ecryl, Ltd.

Jewsbury & Brown

McKesson & Robbins

Maw, S., Son & Sons

Newbery, F., & Sons, Ltd.

Odol Chemical Works

Parke, Davis & Co.

Sangers

Schutze, F., & Co., Ltd.

Standard Tablet & Pill Co., Ltd.

Woolley, J., Sons & Co., Ltd.

DENTAL TOOLS, &c.

Claughtons, Ltd.

Edwards' Dental Mfg. Co., Ltd.

DEVELOPERS (PHOTO)

Evans Sons Lecher & Webb, Ltd.

Express Developing Co.

Johnson & Sons (Mfg. Chfs.)

DEXTRINE

Fink, F., & Co.

DIABETIC FOODS

Van Abbot, G., & Sons

DIGESTIVE PRODUCTS

Fairchild Bros. & Foster

DISINFECTANTS

Baiss Bros. & Stevenson, Ltd.

Chemical Union, Ltd.

Candy & Mitchell, Ltd.

Cook, E., & Co., Ltd.

Ellison Henry, Ltd.

Sanitas Co., Ltd.

Willows, Francis B. & T.

Wright, Layman & Umney, Ltd.

DISINTEGRATORS

Hardy Patent Pick Co., Ltd.

DRUGS, CRUDE

Gathergood's Elixir.

Goodall, Backhouse & Co.

Potter & Clarke, Ltd.

Willeys, Ltd.

Schmitt & Wildenhayn

DRUGGISTS' SUNDRIES

Ayrton, Saunders & Co., Ltd.

Barclay & Sons, Ltd.

Berliner, Arthur

Brook, Parker & Co., Ltd.

Brytete Manfg. Co.

Burge, Warren & Ridgley, Ltd.

Edwards, W., & Son

Evans Sons Lecher & Webb, Ltd.

Hovenden, R., & Sons, Ltd.

Maw, S., Son & Sons

Newbery, F., & Sons, Ltd.

Potter, H., & Co.

Tozer, J. V.

Wattenbach, O.

Woolley, J., Sons & Co., Ltd.

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Fulham Pottery & Cheavin

Filter Co., Ltd.

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Farina, J. (No. 4)

Fickus, Contrainay & Co.

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Schutze, F., & Co., Ltd.

EDUCATIONAL INSTITUTIONS.

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Birmingham & Midland College

Borough Polytechnic

Charleston, J.

Chemists' Dental Society

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Barrett & Foster
Boake Roberts & Co., Ltd.
Bush, W. J., & Co., Ltd.
Hay, Wm., Ltd.
London Essence Co.
Newball & Mason
Stevenson & Howell, Ltd.

ETHERS

Baile Bros. & Stevenson, Ltd.
Duncan, Flockhart & Co.
Howards & Sons, Ltd.
Macfarlan, J. F., & Co.
May & Baker, Ltd.
Tyner, T., & Co., Ltd.
White, A., & Sons

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Allan, A. E.
British Drug Houses, Ltd., The
Stevenson, H. E., & Co.
Tasmanian Eucalyptus Oil Co.

EVAPORATORS

Forshaw, E., & Son, Ltd.

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Newball & Mason
Potter & Clarke, Ltd.

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Parke, Davis & Co.
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Third Hand Patents, Ltd.

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Great Western Railway

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FILLING MACHINES

Roberts' Pat. Filling Machine Co

FILTER PAPER

Burgoyne, Burbidges & Co.

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Berkefeld Filter Co., Ltd.

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Tusbridge & Wright

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Boviril, Ltd.
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Branomiv Co.
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Strong & Co.

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Merck, E.

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Perkin & Co., Ltd

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Mumford, G. S., & Sons
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Harker, Stagg & Morgan, Ltd.
Knox Walker, J., & Co., Ltd.
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Blackie, Robert
Edward's "Harlene" Co.
Harrison, G. W.
Knoll & Co.
Osborne, Garrett & Co.
Robare's Auroline
Tokalon Ltd.

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Crewe, & Co.

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Milner's Chemical Co.
Senior, Alfred, & Co.

HAT DYES

Whittaker & Co.

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Wright, J., & Co.

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Leath & Rose

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Ward & Goldstone

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Thackeray Hotel

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Fulham Pottery & Cheavins
Filter Co., Ltd.
Galen Manfg Co., Ltd.
Schutte, F., & Co., Ltd.
Toogood, William, Ltd.
Wood, Vincent

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Sanitas Co., Ltd.
Tyler, T., & Co., Ltd.

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Knoll & Co.
Widemann, Broicher & Co.

HYPOPHOSPHITES

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Morsom, T., & Son

Tyler, T., & Co., Ltd.

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Ichtihol Gesellschaft

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Keating, Thomas

Potter & Clarke, Ltd.

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Cook, E., & Co., Ltd.

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Herdie, H. D., & Co.

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Guest, Thos., & Co.

Potter & Clarke, Ltd.

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Armour & Co., Ltd.

Lorimer-Marshall, Ltd.

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Burroughs Wellcome & Co.

LARD

Ewen, J., & Sons

LAVENDER OIL

Jackson, John, & Co.

LAVENDER WATER

Bush, W. J., & Co., Ltd.

LECITHIN

Chem Works "Victoria"

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Evans Sons Lescher & Webb, Ltd
Goodall, Backhouse & Co.

Willows, Francis B. & T.

LINSEED, CRUSHED, &c.

Mumford, G. S., & Sons

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Maw, S., Son & Sons
Robinson & Sons, Ltd.
Taylor, W. G.

LIQUORICE JUICE

Apollo
Burgoyne, Burbidges & Co.
Evans Sons Lescher & Webb, Ltd.
Jackson, Ernest, & Co.
Mumford, G. S., & Sons
Solassi

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May & Baker, Ltd.

LOOFAHS

Hall Forster & Co., Ltd.
Internal Sponge Importers, Ltd.
Sloper Bros.
Swales, Thomas

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Denoual, Jules, & Co.
Guest, Thos., & Co.
Jackson, Ernest, & Co.
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Raines, & Co.
Warrick Bros., Ltd.

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Griffin, J. J., & Sons, Ltd.
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Thompson & Copper, Ltd.
Wilkinson, S. W., & Co.

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Ayrton, Saunders & Co., Ltd.
Cox, Arthur H., & Co., Ltd.
Henry, T. & W.
Howards & Sons, Ltd.
Philips, Chas. H., Chem. Co.
Tokalon, Ltd.
Washington Chemical Co., Ltd.
Wiggleworth & Co.

MALT EXTRACT & PREPS.

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Burroughs Wellcome & Co.
Corbyn, Stacey & Co., Ltd.
Davies, Sons & Co.
Evans Sons Lescher & Webb, Ltd
Paine & Co., Ltd.
Pascale, James, Ltd.
Patermann Bros.

MANICURE SETS

Maw, S., Son & Sons

MARKING INK

John Bond ("Crystal Palace")

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Bovril, Ltd.

Brand & Co., Ltd.

Tooth's Extract of Meat Co.

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Howards & Sons, Ltd.
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Preston's Liverpool Distillery

Randall & Son, Ltd.

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Hollandsche Melksuikerfabriek

MINERAL WATERS, SALTS

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Ingram & Royle, Ltd.

Viézy (State Spring)

Vittel

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Gardner, Wm., & Sons (Gloucester), Ltd.

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Tilling, Thomas, Ltd.

MUOK

Chemische Werke Roermond

MUSTARD PLASTER

Blyton, Astley & Co.

Rueff, Julius

MUSTARD SEED OIL

Johnson, J. H. & S.

NAIL POLISH PAPER, &c.

Pharm. Ind. Gees. Offenbach

NICOTINE

Campbell, J. D.

NIGHT LIGHTS

Price's Patent Candle Co., Ltd.

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Allen, Stafford, & Sons, Ltd.

Alliance Drug & Chemical Co.

Boake Roberts & Co., Ltd.

Bush, W. J., & Co., Ltd.

Dodge & Oicott Co.

Evans Sons Lescher & Webb, Ltd

Jackson, John, & Co.

London Essence Co.

Lueders, George, & Co.

Poppelreuter, W.

Ransom, W., & Son, Ltd.

Schimmel & Co.

Stevenson & Howell, Ltd.

Wright, Layman & Umney, Ltd.

Zimmerman, Chas., & Co.

OILS, MINERAL, FATTY, &c.

Allen, Staffor, & Sons, Ltd.

Plantin Bros.

Price's Patent Candle Co.

Stern Sonneborn Oil Co., Ltd.

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Burgess, E.

Cartwright, W. B., Ltd.

Cox, Arthur H., & Co.

Oldfield, Pattinson & Co.

Zimmerman, Chas., & Co.

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Darton, F., & Co.

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Standard Optical Co.

OPTICAL TUITION

British Optical Institute, Ltd.

College of Optics

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Millar, A., & Co., Ltd.

Robinson, B., & Co., Ltd.

ORGANIC SOLVENTS

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ORGANO-THERAPEUTIC PREPS.

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Duncan, Flockhart & Co.

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Givaudan, L.

Kerfont, Thos., & Co.

Societe Co-operative "La Rose"

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Warrick Bros., Ltd.

Wright, Layman & Umney, Ltd.

OXYGEN BATHS

Wright & Co.

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Baile Bros. & Stevenson, Ltd.

Blackie, Robert

Boulton Macro, Ltd.

Cox, Arthur H., & Co., Ltd.

Christy, Thos., & Co.

Cupal, Ltd.

Davies, Sons & Co.

Evans Sons Lescher & Webb, Ltd

Goodall, Backhouse & Co.

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Lofthouse & Saltmer, Ltd.

Lorimer Marshall, Ltd.

May, Roberts & Co., Ltd.

Oldfield, Pattinson & Co.

Potter & Clarke, Ltd.

Sangers

Standard Tablet & Pill Co., Ltd.

Ucal Works

United Drug Company

PALATINOIDS

Oppenheimer, Son & Co., Ltd.

PAPER HANDKERCHIEFS

Powell, J. T., & Co.

PARAFFIN LIQUIDUM

Price's Patent Candle Co., Ltd.

Schleimann's Oil & Ceresine Co.

Stern Sonneborn Oil Co., Ltd.

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Raworth, John E.

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Asche, O. & Co.
Blyton, Astley & Co.
Burroughs Wellcome & Co.
Evans Sons Lescher & Webb, Ltd
Géraudel, A.
Guest, Thos., & Co.
Kerfoot, Thomas, & Co.
Warwick Bros., Ltd.

PELLETS

Blyton, Astley & Co.
PEPPERMINT OIL
Bush, W. J., & Co., Ltd.
Dodge & Cleott Co.
Jackson, John, & Co.

PERBORATES

Prescott & Co.

PERFUME MATERIALS

Boehringer, C. F., & Soehne
Bush, W. J., & Co., Ltd.
Chemische Werke Roermond
Givaudan, L.
Kerfoot, T., & Co.
Lueders, George, & Co.
Naef, M., & Co., Sucors.
Schimmel & Co
Wright, Layman & Umney, Ltd.
Zimmerman, Chas., & Co.

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Baise Bros. & Stevenson, Ltd.
British Drug Houses, Ltd., The
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Bush, W. J., & Co., Ltd.
Christy, T., & Co.
Erasmic Co., Ltd.
Evans Sons Lescher & Webb, Ltd
Fickus, Courtenay & Co.
Lescol Perfumery Co.
McCracken, J. & R.
Pazery, Richard
Price's Co., Ltd.
Prichard & Constance, Ltd.
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Raynald, Claude, & Cie
Shirley Bros., Ltd.
Soutnall Bros. & Barclay, Ltd.
Vinolia Co., Ltd.
Warwick Bros., Ltd.
West, T., & Son

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Tye, John, & Son

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Rendell, W. J.

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Kidston, W. M., & Co.
Stern Sonneborn Oil Co., Ltd.

PHOSPHORUS AND PREPS.

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Johnson & Sons (Mfg. Chls.), Ltd.
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Barclay & Sons, Ltd.
Burroughs Wellcome & Co.
Butcher, W., & Sons, Ltd.
Evans Sons Lescher & Webb, Ltd
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Kent, G. B., & Sons, Ltd.
Lennon, Ltd.
May, Roberts & Co., Ltd.
Newbery, F., & Sons, Ltd.
Rajar, Ltd.

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Rajar, Ltd.

PILL MAKERS

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Davies, Sons & Co.
Lloyd, T. H., & Co., Ltd.
McKesson & Robbins
Standard Tablet & Pill Co., Ltd.
Stohr, Dr. Franz, Ltd.
Wand Manufacturing Co.

PLASTERS

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Boersdorf, P., & Co.
Berliner, Arthur
Blyton, Astley & Co.
Daimas, A. de St., & Co.
Galen Manfg. Co., Ltd.
Leslies, Ltd.

PLATE POWDER

Lees, A., & Co.

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Smith Bros & Co.

POCKET LAMPS, ELECTRIC

Ward & Goldstone

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Robinson & Sons, Ltd.

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Bradley & Bourdas
Oakley, J., & Sons, Ltd.
OWNER PAPER
Kopp & Joseph
Pharm. Ind. Ges. Offenbach
Prichard & Constance, Ltd.
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Maw, S., Son & Sons
PRINTERS
Ford, Shapland & Co.
Harrison & Waide
Suttle & Silverlock, Ltd.
Townsend, J., & Sons
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Brownings, William, & Co.
Burgess, E.
Christy, T., & Co.
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Corbyn, Stacey & Co., Ltd.
Crimson Cross Dispensary
Cupal, Ltd.
Daisy, Ltd.
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Duncan, Flockhart & Co.
Ecosolent Compounds, Ltd.
Edwards, W., & Son
Evans Sons Lescher & Webb, Ltd
Exupurgo Manfg. Co.
Faulding, F. H., & Co.
Fellow's Med. Manfg. Co.
Fennings, Alfred
Ferris & Co., Ltd.
Fox & Co. (Liverpool), Ltd.
Fulford, C. E., Ltd.
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Goodall, Backhouse & Co.
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Hommel's (Dr.) Haemogen
Iohthyl Gesellschaft
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International Laboratories
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Kutnow, S., & Co., Ltd.
Kyhe Proprietary, Ltd.
Little, D. J., Co.
London Proprietary Co.
Mandal & Co., Ltd.
Martindale, W.
May, Roberts & Co., Ltd.
Midland Drug Co.
Möller, Peter, Ltd.
Mumford, G. S., & Sons
Newhery, F., & Sons, Ltd.
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Oppenheimer, Son & Co., Ltd.
Ovolo Drug Co.
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Payne, H. C.
Phillips, Chas. H., Chem. Co.
Pinex Co., Ltd.
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Regulin Syndicate, Ltd.
Resinol Chemical Co.
St. Ivel, Ltd.
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Sangers
Schimmel & Co.
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Squire & Sons
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Thermogene Co., Ltd.
Thompson & Capper
Tokalon, Ltd.
Tozer, Jas. V.
Tunbridge & Wright
United Drug Company
Veno Drug Co., Ltd.
Warwick Bros., Ltd.
White, A. J., Ltd.
Wilcox, Joicey & Co.
Woodward, W., Ltd.
Wright, Layman & Umney, Ltd.
Zimmermann, O., & Co.

PUFFS

Solport Bros.

PUMPS

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Buchier & Co.
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Howards & Sons, Ltd.
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Buchier & Co.
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Zimmer & Co.

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Maw, S., Son & Sons
Tompkins, J., Ltd.
Warne, W., & Co., Ltd.

RUBBER STAMPS

Fulford, C. D.

SACCHARIN

Saccharin Corporation, Ltd.

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Keane, Thomas

SANTONIN

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Smith, B. A., & Co.

SAPONIN

Field, O. W.

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Pillscher, J.

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Tidman & Son, Ltd.

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Wilcox, Joicey & Co.

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McAdam & Tuckniss

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Farley & Co.
Grant, D.
Josephs, Philip, & Sons, Ltd.
Maw, S., Son & Sons
Parnall & Sons
Buddoch & Co.
Sangers

SHOULDER STRAPS

Wood, Vincent

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Erasmic Co., Ltd.

Encryl, Ltd.

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Fulford, C. E., Ltd.

Harrison, G. W.

Hovenden, R., & Sons, Ltd.

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McClinton's, Ltd.

Pearse, A. & F., Ltd.

Price's Patent Candle Co., Ltd.

Providol Gesellschaft

Resinol Chemical Co.

Wright, Layman & Umney, Ltd.

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Forshaw, E., & Son, Ltd.

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Flugel & Co.

SHOWCARDS

Bell Advertising Co.

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Howards & Sons, Ltd.

Mumford, G. S., & Sons

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Botwright & Grey

Darton, F., & Co.

Maw, S., Son & Sons

Nitsche & Gunther Opt. Co., Ltd.

SPERMACETI

Price's Patent Candle Co., Ltd.

SPHYGMOMETERS

Hicks, James J.

SPICES

Goodall, Backhouse & Co.

SPRIT OF WINE

Burrough, J., Ltd.

Preston's Liverpool Distillery Co., Ltd.

SPONGES

Internl. Sponge Importers, Ltd.

SPRAYS

Burge, Warren & Ridgley, Ltd.

Christy, Thos., & Co.

Hovenden, R., & Sons, Ltd.

Maw, S., Son & Sons

Parke, Davis & Co.

Sangers

Toogood, Wm., Ltd.

SPRINKLER CORKS

Bette & Co., Ltd.

SPRUCE BEER

Hobson, Joseph, & Son

STARCH

Mumford, G. S., & Sons

STILLS

Bennett, Sons & Shears, Ltd.

Forshaw, E., & Son, Ltd.

Stokes, F. J., Machine Co.

STOPPERS

Stipendum Stopper Co.

SURGICAL APPLIANCES AND DRESSINGS

Allen & Hanburys, Ltd.

Bailey, W. H., & Son, Ltd.

Berliner, Arthur

Burroughs Wellcome & Co.

Carnegie Bros.

Cuxson, Gerrard & Co., Ltd.

Dalmas, A. de St., & Co.

Davis, John Morgan, & Sons

Galen Manfg. Co., Ltd.

Gimber, W., & Son

Haynes, G., & Co.

Haywood, J. H., Ltd.

Liverpool Lint Co.

Macfarlan, J. F., & Co.

Martindale, W.

Mason Bros. & Chapman

Maw, S., Son & Sons

May, Roberts & Co., Ltd.

Quelch, H. C., & Co.

Reynolds & Branson, Ltd.

Robinson & Sons, Ltd.

Taylor, W. G.

Van Horn & Sawtell

Vernon & Co., Ltd.

Wood, Vincent

Woolley, J. Sons & Co., Ltd.

SYPHON FILLER

Flugel & Co.

SYPHONS

Barnett & Foster

Camwal, Ltd.

Idris & Co., Ltd.

Pure Aeration Supply, Ltd.

Sharman's Pat. Syphon Co., Ltd.

SYRUPS, MEDICINAL

Fellows' Med. Mfg. Co.

Martindale, W.

TABLET MACHINERY

Allen & Hanburys, Ltd.

Bennett, Sons & Shears, Ltd.

Thompson & Capper

Wilkinson, S. W., & Co.

TABLETS, COMPRESSED

Allen & Hanburys, Ltd.
Bishop, Alfred, Ltd.
British Drug Houses, Ltd., The Brook, Parker & Co., Ltd.
Burgoyne, Burbidges & Co.
Cartwright, W. B., Ltd.
Cox, A. H., & Co., Ltd.
Davies, Sons & Co.
Duncan, Flockhart & Co.
Evans Sons Leesber & Webb, Ltd.
Guest, Thos., & Co.
Hopkin & Williams, Ltd.
Howards & Sons, Ltd.
Jackson, Ernest, & Co.
Johnson & Sons (Mfg. Chfs.).
Lloyd, T. H., & Co., Ltd.
Martindale, W.
Parks, Davis & Co.
Shirley Bros., Ltd.
Standard Tablet & Pill Co., Ltd.
Stohr, Dr. Franz, Ltd.
Thompson & Capper, Ltd.
Tozer, Jas. V.
Wand Manfg. Co.
Wiggleworth & Co.

"TABLOID" PRODUCTS

Burroughs Wellcome & Co.
TARTAR REMOVER
Christy, Thos., & Co.
TARTARIC ACID
Boehringer, C. H., Sohn
British Drug Houses, Ltd., The
TEATS
Ingram, J. G., & Son
TIME RECORDERS
Time, Ltd.
TIN BOX MAKERS
Goodall, Backhouse & Co.
Liverpool Tin Canister Co., Ltd.
Shirley Bros., Ltd.
TINCTURES IN BOND
Macfarlan, J. F., & Co.
Ransom, W., & Son, Ltd.
TINFOIL
Erhardt, H., & Co., Ltd.
TOBACCO
Sangers
Singleton & Cole, Ltd.

TOILET ARTICLES

Allen & Hanburys, Ltd.
Ansors Perfumery Co.
Armour & Co., Ltd.
Ayrton, Saunders & Co., Ltd.
Beetham, M., & Son
Blackie, Robert
Bronnley, H., & Co., Ltd.
Burroughs Wellcome & Co.
Chesbrough Mfg. Co.
Christy, T., & Co.
Cook, E., & Co., Ltd.
Cox, Arthur H., & Co., Ltd.
Daisy, Ltd.
Dearborn, Ltd.
Edwards' Harlene Co.
Eraemic Co., Ltd.
Eucryl, Ltd.
Fulford, C. E., Ltd.
Harker, Stagg & Morgan, Ltd.
Hovenden, R., & Sons Ltd.
International Chem. Co., Ltd.
Kopp & Joseph
Lloyd, Aimée & Co.
Lloyd, A. S. (Hovenden)
Lorimer-Marshall, Ltd.
Maw, S., Son & Sons
McClintock's, Ltd.
May Roberts & Co., Ltd.
Newbery, F., & Sons, Ltd.
Osborne, Garrett & Co.
Papier Poudré, Ltd.
Parke, Davis & Co.
Pazery, Richard
Pritchard & Constance, Ltd.
Providol Gesellschaft
Sapolon Bros.
Sonthonn Bros. & Barclay, Ltd.
Standard Tablet & Pill Co., Ltd.
Stedman, J. H.
Tokalon, Ltd.
Ucal Works
United Drug Company
Vinson Co., Ltd.
Woolley J., Sons & Co., Ltd.

TOILET PAPER

Ayrton, Saunders & Co., Ltd.
Burgoyne, Burbidges & Co.
Diamond Mills Paper Co.
Ford, Shapland & Co.
Townsend, J., & Sons
TRADE MARKS AGENTS
Barker, R. W.
Ford, Shapland & Co.
Raworth, John E.
TRUSSES

Bailey, W. H. & Son, Ltd.
Bush, Henry W., & Co., Ltd.
Davis, John Morgan, & Sons
Haywood, J. H., Ltd.
Maw, S., Son & Sons
Sangers
Schutze, F., & Co., Ltd.
Wood, Vincent
Woolley, J. Sons & Co., Ltd.

TUBE-CLOSING MACHINE
Griffin, J. J., & Sons, Ltd.

TUBES, GLASS
Williams, Edmond
TURNED WOOD BOXES
Rogers & Co.

VACUUM FLASKS
Millard Bros., Ltd.
Read & Campbell, Ltd.
VACUUM PANS

Bennett, Sons & Shears, Ltd.
Stokes, F. J., Machine Co.

VALUERS

Baker, P. O.
Berdoe & Fish
Brett & Co.
Orridge & Co.
Tomlinson, T., & Son
VERMIN KILLERS
Battle, Son & Maltby
Cupal, Ltd.
Denys Virus, Ltd.
Evans Sons Leesber & Webb, Ltd.
Farmer, F., & Co.
Harley, Thomas
Harrison, G. W.
London Hygienic Chemical Co.
Sleggs & Co.

VASELINE
Chesbrough Mfg. Co.

VETERINARY INSTRUMENTS

Mason Bros. & Chapman
Maw, S., Son & Sons
VETERINARY REMEDIES
Cobeebrough Mfg. Co.
Christy, Thos., & Co.
Dey & Sons (Crewe), Ltd.
Edwards, W., & Son
Harvey & Co. (Dublin).
Senier, Alf., & Co.
Tomlinson & Hayward, Ltd.
Wyleys, Ltd.
Zimmermann, C., & Co.

VINEGAR

Grimble & Co.

WATER GLASS

Tomlinson & Hayward, Ltd.

WATER STILL

Brown & Sons
Stokes, F. J., Machine Co.

WATERS, CONCENTRATED

Robinson, B., & Co., Ltd.

WAXES

Price's Pat. Candle Co., Ltd.

WEED-KILLERS

Harrison, G. W.
Reads Bros. & Co., Ltd.

WINDOW FITTINGS

Ayrton Graham, Ltd.

WINDOW TICKETS

Merten, F., & Co.

WINES

Burrough, J., Ltd.
Smith, Stephen, & Co., Ltd.

WINES, MEDICATED

Burrough, J., Ltd.
Burroughs Wellcome & Co.
Coleman & Co., Ltd.

Fleteber, Fletcher & Co.

Idris & Co., Ltd.

Robinson, B., & Co., Ltd.

Smith, Stephen, & Co., Ltd.

WINES (NON-ALCOHOLIC)

Welch Grape Juice Co., Ltd.

WRIST STRAPS

Solport Bros.

ZINC OXIDE

Hubbuck, T., & Son, Ltd.

Stevenson, H. E., & Co.

ZINC SULPHIDE SCREEN

Buchler & Co.

YOUR REQUIREMENTS BOOKED FOR

EXTRACT OF MALT
EXTRACT OF MALT WITH COD LIVER OIL
(15 per cent. B.P.C. and N.H.I.)
NEATLY PACKED.

FREE PACKAGES.
FREE SHOWCARDS.
FREE DELIVERY.



PACKED IN PATENT JARS OR SOLDERED TINS.
A Sheffield Dispensing Chemist writes:—"People speak well of your Malt and Oil. They like the flavour."

A Stockport Pharmacist writes:—"Very well satisfied with what you sent last week. Let this lot be the same."

Have you ordered your Lung Tonic yet?

Davies, Sons & Co.



Manufacturing Chemists,
THE BRIDGE STREET, DERBY.

"HARLENE."

The Great Hair Grower.

	Retail.	Wholesale.
No. 1 size	1/-	11/- doz.
" 2 "	2/6	27/3 "
" 3 "	4 6	47/- "

SPRING**MUCH
£ s. d.****ALL THE YEAR ROUND.**

That is what the Famous Toilet Preparations of the Edwards' Harlene Company mean to Chemists. Advertised extensively throughout the world, they are in daily use by tens of thousands of men, women and children.

MAKE UP YOUR MIND TO STOCK THEM. WE SELL THEM FOR YOU!

SUMMER**WINTER****TERMS**

Discount 20% Minimum Orders £5 net.
Carriage Paid.

Showcards, Dummies, Counter Bills, &c.,
will be supplied by the Manufacturers on
receipt of a postcard.

"CREMEX"

Shampoo Powders.

Retail, 1/- per box (7 Powders).
Wholesale, 11/- doz. boxes.
Also may be retailed in Single
Packets at 2d.

AUTUMN**"UZON"**

Brillantine.

No. 1 size	Retail.	Wholesale.
" 2 "	1/- 2/6	11/- doz. 27/3 "

Sole Manufacturers—

EDWARDS' HARLENE CO.,
104 HIGH HOLBORN, LONDON, W.C.

S. MAW, SON & SONS

7 TO 12, ALDERSGATE ST.
LONDON, E.C.

Maw's

Page.

No. 119

JAN. 24, 1914

"PAREX" REGISTERED

Rubber Water Bottles

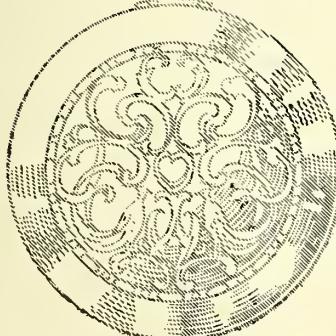
A Modern appeal to an old Custom



This is the era of "PAREX"! The Rubber Water Bottle with a name has become, in a few months, one of the greatest and most universally stocked lines of the Winter season.

It is an achievement to be proud of. We set out with the fixed determination to put value—the exclusive "PAREX" value—before any other consideration.

To-day we are concerned chiefly with keeping pace with the huge demands for "PAREX." Pharmacists know that "PAREX" ensures good profits. The public know that "PAREX" spells perfection. We know that "PAREX" Rubber Water Bottles afford the surest means of increased business these cold days. The warming-pain served its purpose for many generations; yet how cumbersome it appears against the modern and adaptable rubber bottle. The old custom of "bed comfort" will become even more popular now that our new and perfect "PAREX" has been introduced. And our free advertising matter—showcards and leaflets—will help the sales still further.



POINTS ABOUT "PAREX."

We have already described the "PAREX" perfection in these pages; but good things bear repeating. Maw's "PAREX" (Regd.) Rubber Water Bottle is guaranteed British made—ensures high quality and superior finish—it is double-seamed, therefore enjoys longer "life"—made in 14 sizes—each one bears the name "PAREX" in red rubber, vulcanized on the side—each in strong envelope, with full directions concerning the proper care of rubber water bottles.

Memorize the above unique "PAREX" points and impress your customers with FACTS. It will mean business.

"PAREX" IS PRONOUNCED "PAR-EX."

PRICES OF MAW'S

"PAREX" (REGD.)

RUBBER WATER BOTTLES.

Measurements	Price each
8 in. x 6 in.	2/8
10 in. x 6 in.	3/-
10 in. x 7 in.	3/4
12 in. x 6 in.	3/6
10 in. x 8 in.	3/9
12 in. x 7 in.	3/11
14 in. x 7 in.	4/2
12 in. x 8 in.	3/11
14 in. x 8 in.	4/6
12 in. x 10 in.	4/8
14 in. x 10 in.	5 2
16 in. x 10 in.	5/9
14 in. x 12 in.	5 11
16 in. x 12 in.	6/2

Less 5% cash monthly account.
£5 lots, less 5% off invoice and 5% cash monthly account.

£5 lots may also be purchased by weight at 4/9 per lb., less 5% off invoice and 5% cash monthly account.

(We can only supply by weight in quantities of not less than £5 in value.)



PART 2.

WHAT "REXALL" MEANS.

The word "Rexall" primarily was applied as a trade-mark to the line of medicinal preparations manufactured and sold by the Rexall Chemists, the owners of the United Drug Company. To-day it has a broader significance.

Rexall means first and foremost Co-operation.

It is a mark that distinguishes a retail chemist as a progressive merchant.

It means a new idea in Pharmacy—a bright, up-to-date place of business—a shop where the Prescription Department has been brought to perfection in the care and attention devoted to the dispensing of medicines.

But it goes farther than this.

While jealously guarding the ethical feature of the business, it has expanded the neighbourhood Pharmacy into a shopping centre for the whole people of the town, when they are well and vigorous, as when they are ill and ailing.



Probably the largest Chemist's Shop in the World—145 feet long by 55 feet wide. It has neither pillar nor post to break the view and employs nearly ninety assistants. Liggett's Rexall Pharmacy, New York City.

It means a Pharmacy where good merchandise is attractively displayed, and where unusual values are given to the public—where

in the

the customer is always right, and where a courtesy behind the counter is never-failing.

That is what Rexall means to the consuming public.

The United Drug Company is the clearing house for Rexall Chemists. It is the instrument by which they exercise their aggregate power.



A Business Session at the last Rexall Convention. Nearly 3,000 British, Canadian, and American Chemists attended

Any Rexall Chemist purchases from the United Drug Company one individual item on the same basis of cost to him as the largest Rexall Chemist might purchase at one time thousands of the same item.

He purchases for stock the items only which he thinks are well adapted to his individual business and which he can sell quickly and profitably.

He is not required to purchase anything whatever against his better judgment.

Someone has pointed out that there are only two ways for a merchant to increase his business. He must sell goods to new customers or sell more goods to old customers.

The proportion of ill people to those strong and well will, under normal conditions, alway

United Drug Company,

British Isles.

remain the same—and that proportion is very small. The retail chemist has reversed this proportion in his trading. A large percentage of his business has consisted in the dispensing of medicines, and the sale of medicinal preparations to ill people, and he has not been in a position to cater generally to the great buying public.

People buy medicines only when compelled to. These same people buy other merchandise—once considered luxuries, now largely held as necessities—because they want it, and they buy it frequently. The same customer who enters a chemist's shop for medicine, has been led to believe that for nearly every class of popular merchandise he must go elsewhere.

The Rexall idea is to send that customer back to the chemist's shop in health as well as sickness.

The Rexall Pharmacies handle Perfumes, they handle Chocolates, they handle Stationery. *No Rexall Chemist is required to stock against his judgment any one of these lines*, but they often constitute a big part of his year's turnover, and afford one of the best opportunities for expanding his business.

The Rexall goods are absolutely exclusive. They cannot be bought in any other shop but the Rexall Pharmacy. Rexall Remedies are largely advertised — in the National press as well as the newspaper local to each Pharmacy.

There is a uniform selling price for every Rexall item.

Every Rexall Remedy is guaranteed.

*A double column Rexall
"local" newspaper
advertisement.*

Rexall 3 BIG-FREE-GIFT-DAYS

Here are the dates: Nov. 14, 15 and 17—Be sure you come early for your Free Gift

Rexall

A book of short stories, "Adventure Round the World", by
John F. Parker, is now on sale at
BOHARA STATIONERY — **FREE**
This combination was a "Hall-David", with no book
or paper to compete with it. It is a complete
and delightful memory of "The Old Days" in the Great Pacific.

To make an impression with friends is always an easy thing.
Come to Bohara Stationery 10th and Franklin November 17th, and you are going to
see what we mean. There will be a special display of books and paper.
There will be no such "BIG FREE GIFT DAYS"
EVERY CUSTOMER will receive a free gift with every
order. We will give away a **FREE GIFT** to every
customer who comes to Bohara Stationery on November 17th.
We will give away a **FREE GIFT** to every
customer who comes to Bohara Stationery on November 17th.
We will give away a **FREE GIFT** to every
customer who comes to Bohara Stationery on November 17th.
We will give away a **FREE GIFT** to every
customer who comes to Bohara Stationery on November 17th.

FREE!
During the Three Days

Special

by Chaske

**T. RIDLEY & SON, Chemists and Opticians,
9, English Street and 6, Botchergate, CARLISLE.**

An Advertising Item in the British Campaign.

The United Drug Company guarantees every article it sells to the Rexall Chemist. But it does not stop there; it guarantees every article to the consumer, and is not satisfied with an individual sale until the consumer is satisfied with his purchase.

If the consumer is dissatisfied with any article of the Rexall line, he is requested to return it immediately to the Rexall Pharmacy from which it was purchased, where he will get his money back without quibble.

The Rexall Chemist himself, if he is dissatisfied with any Rexall line he may have purchased, is requested to return it to the United Drug Co. for full credit.

To be continued next week.

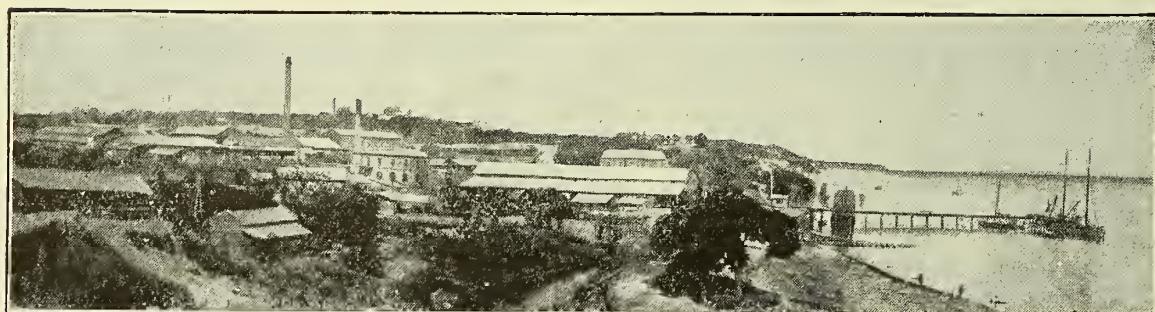
Any retail chemist in the United Kingdom who is interested in the Rexall proposition, and in whose town there is at present no Rexall Pharmacy, should address United Drug Co., 114, Old Hall Street, Liverpool. His communication will receive careful and immediate attention.

114, Old Hall St., Liverpool

Only a few days more

5% Special Allowance expires 31st Jan.

The special 5% re-stocking allowance for Bovril expires on 31st January. You should order your stock at once so as to benefit by the special terms before it is too late. The special re-stocking allowance is in addition to the usual discount, but is made on condition that the new minimum selling prices are strictly adhered to.



One of the Bovril factories on the Argentine Estates of Bovril.

Bovril is the food proved by independent investigation to have a body-building power of from 10 to 20 times the amount taken.

Bovril does not require any effort to sell it. It is the preparation asked for and sells itself. Your customers will say it must be

BOVRIL

BOVRIL LTD., 152-166 OLD STREET, LONDON. E.C.

SPECIAL 5% BONUS

allowed on all orders received between 12th and 31st January, 1914, for

PLASMON COCOA,

PLASMON CUSTARD POWDER,

PLASMON BLANCMANGE,

PLASMON CORNFLOUR.

Write for attractive PERPETUAL CALENDARS for distribution to your customers, and artistic eye-catching CUT-OUTS for WINDOW DISPLAY.

Note.—The sizes and retail prices of PLASMON POWDER were altered at the 1st July, 1913, as follows:—

2-oz. 7d., $\frac{1}{4}$ lb. 11d., $\frac{1}{2}$ lb. 1/8, 1 lb. 3/2.

No alteration in the prices of other Plasmon Preparations.

PLASMON, LTD., 66a Farringdon Street, London, E.C.

Lofthouse & Saltmer, Ltd.

Wholesale and Export Drug
Merchants, Manufacturing Chemists,

HULL,

invite the attention of the Trade to the following well-tried preparations, which carry a big P.A.T.A. retail protected profit, and are well-known and valued by the public in many parts of the country.

Losall's Asthma Remedy.

Very effective Remedy for Asthma, Bronchitis, &c.

PROTECTED PRICE	RETAIL PRICE	DOZ. NET.
10 1/2 d.	7/6	

Losall's Salt.

The popular Remedy for Eczema, Gout, Rheumatism, and Biliousness. Well advertised.

6d.	3/6
1/-	7/-
1/6	10/6

Losall's Compound Sulphur Soap.

A valuable emollient medicated Skin Soap, especially for use in Eczema cases.

1/-	8/-
-----	-----

Losall's Ball-Room Floor Polish.

Produces a smooth surface beneath the dancers' feet. No dust.

1/-	7/-
-----	-----

Malted Food.

Usual 1/- size, lever lid tins, name and address free on 3 dozen. Special design label with name and address on gross orders, if desired.

4/6

London Agents: F. NEWBERRY & SONS, Ltd.

50%

Profit

SPECIAL OFFER.—On receipt of P.O. value 2/-, we will send you $\frac{1}{4}$ gross, carriage pa d. END NOW.

[40, A.J.S.]

Verox Beef-tea Cubes cost 8/- per gross, carriage paid. The minimum selling price is 1d. each = 12/- per gross. Your profit is 4/- = 50% on outlay.

Each cube is wrapped in grease-proof paper and a special carton. They are put up in tin boxes containing six, to sell at 6d., or singly. The public like them because they are real beef—not salt cubes.

TOOTH'S (Est. 1865)
23 Leman St., London, E.

SAL HEPATICA

PUT UP FOR EXPORT.

Small size, 3 oz. bottle, in case.
Medium " 7 " " "
Large " 16 " " "

OBtainable in LONDON from

Thos. Christy & Co., 4-12 Old Swan Lane,
Upper Thames Street, E.C.

The American Drug Stores, 24 Orange Street,
Haymarket, London, W.C.

Burgoyne, Burbidges & Co., 16 Coleman Street,
E.C.

F. Newberry & Sons, Ltd., 27 Charterhouse
Square, E.C.

Roberts & Co., 76 New Bond Street, W.



HORLICK'S MALTED MILK Lunch Tablets

MALTED BARLEY, WHEAT & MILK in TABLET Form.

In Glass Pocket Flasks.

Costs the Trade 9/- for Single Dozens.

ESPECIALLY CONVENIENT FOR TRAVELLERS
:: SPORTSMEN, ATHLETES AND CYCLISTS ::

Write for particulars to—

HORLICK'S MALTED MILK CO.
SLOUGH, BUCKS., England.

A NEW SIZE
TO SELL FOR
ONE SHILLING.



One Dozen Flasks for Counter Display.

"SOLAZZI" LIQUORICE JUICE

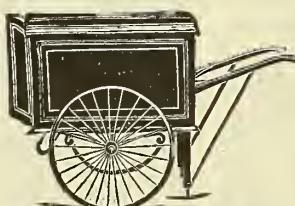
THE CHEMISTS' BRAND.

'The Lancet' says: 'Of Standard Purity'

Recommended also by *The British Medical Journal*, *Health*, *The Chemist and Druggist*, *Food and Sanitation*.

Ask for SHOWCARDS and HANDBILLS. To be obtained of all Wholesale Houses.

CHEMISTS' HAND-CARTS,



finished in any desired colours
are one of our most popular
lines of manufacture.

We are also makers of

Trucks and Trolleys

of all descriptions for Home
and Export, for which we have
won a world-wide reputation.

For Illustrations and Prices write
CREWE & CO., 1 Crown Point Rd., & Hunslet Lane, LEEDS,
And 322-4 Gray's Inn Road, London, W.C.

**Corks for
Chemists**

NATIONAL INSURANCE CORKS.

6 & 8 oz., 1 in. long, at 4½d. per gross.
30 gross bag post free for 11/-

Free sample sent on application.

N. W. MITCHELL & SONS, Ltd.,

"Bouchon" Works,
Limehouse, London, E.

THIS IS A GOOD
TIME FOR OVALTINE
DISPLAYS.



"Ovaltine" is a warmth-giving, comforting and strengthening beverage, and possesses particular appeal in the inclement season.

Let us send you particulars of our display terms which will enable you to obtain a profit of 52% on your outlay.

A. WANDER Ltd.,

T. 33.

Leonard Street, E.C.; and King's Langley (Herts).



By Appointment
Liqueur
Distillers to
H.M. The King.

JUNORA

WINE OF HEALTH

A glass of Junora, taken before or with meals, is an ideal appetiser and nerve tonic.

Proprietors—HUMPHREY TAYLOR & Co., Ltd. (Est. 1770), 45 New Oxford Street, London, W.C.

PURE EGG
LECITHIN

LECITHIN EX OVO
LECITHIN-ALBUMEN POWDER

For the manufacture of Tablets, Chemical Foods, Nerve Tonics, etc.

LECITHIN FOOD PREPARATIONS

Prepared with 2½%, 5%, or 10% of PURE Lecithin in bulk, or in boxes or cartons.

LECITHIN TABLETS, DRAGEES, PILLS or CHOCOLATE.

Prepared by Chemical Works "VICTORIA," Berlin, S.W.

Sole Agent for U.K.:

HUGO LORENZ, 7 & 8 Idel Lane, London, E.C.
Write for Pamphlets. Tel. Nos.: Avenue 5945; Central 12641.

Ginger Wine for Supper

This is a real treat, and suits many people better than tea, cocoa, etc. With sugar, water and

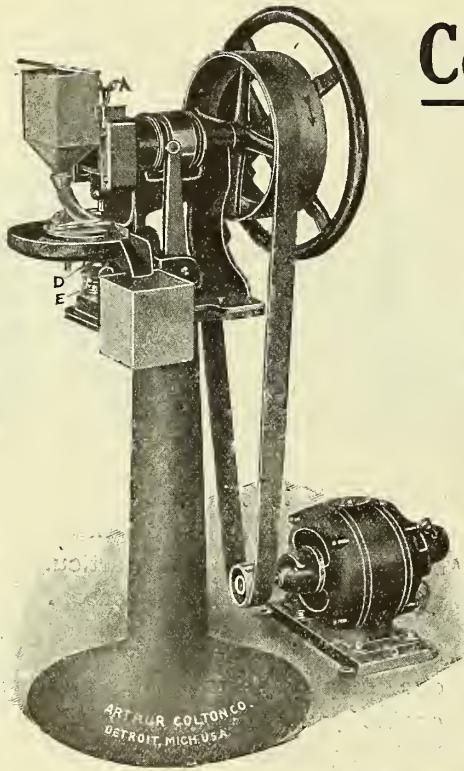
Toboggan Ginger

a superior product is obtained, possessing the delicious flavour of good Jamaica Ginger.

Try it for a week—you will enjoy it.

13 Bottles to the dozen, supplied by

AYRTON, SAUNDERS & CO.; BUTLER & CRISPE; EVANS SONS & CO.; JOHN THOMPSON, LTD.; WOOLLEY'S, Ltd.; direct from SLEGGS & CO., Robson Street, Liverpool.



Colton's Pharmaceutical Machinery.

TABLET MACHINES.

Collapsible Tube Fillers
and Closers.

Machines can be seen
at Griffin's Showrooms.

LISTS FREE ON APPLICATION.

JOHN J. GRIFFIN & SONS, LTD.,
Kingsway, London, W.C.



THOMAS TILLING

Limited,

Motor Engineers, Haulage
and Government Contractors.

Chief Office:

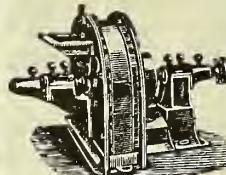
WINCHESTER HOUSE, PECKHAM, S.E.
Tel: 1209 Hop.

Are prepared to give quotations for
I ton PETROL VEHICLES
2 ton PETROL VEHICLES
4 ton PETROL VEHICLES
5 ton STEAM VEHICLES,
with or without
3 ton TRAILER ATTACHED,
for any period.

GRINDERS

For All Purposes.

Write for Lists.



THE HARDY
PATENT PICK CO. Ltd.
SHEFFIELD, ENG.

**FARLEY & CO., *Shopfitters*,
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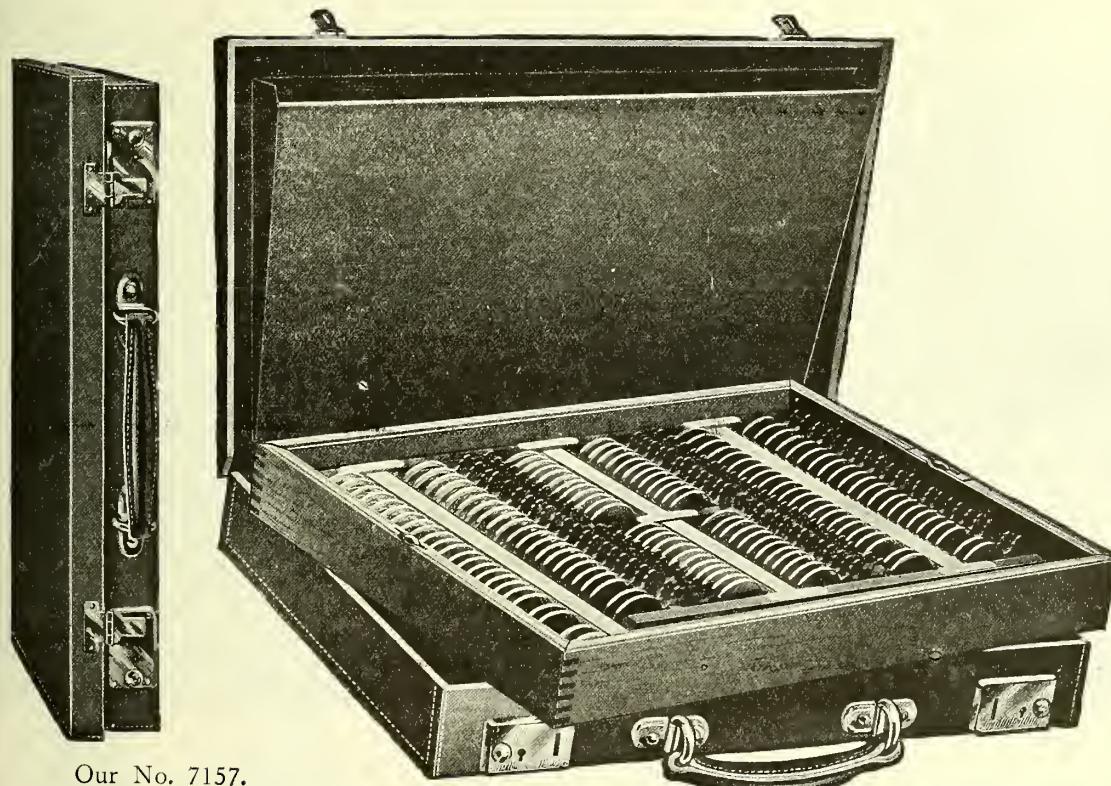
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Bennett, A. T. - Reading.	Dawson, L. S. M. - Sheffield.	Leslie, F. - Catford.	Ward, H. B. - Sheffield.
Bolton, R. W. - Kibworth.	Dunbar, W. C. - Bolton.	McLachlan, D.G.R. - Wimbledon.	Williams, T. M. - Barry Port.
Colleshaw, C. W. - Wandsworth.	Edsforth, J. H. - Clayton-le-Moors.	Moore, W. R. - Sydenham.	Zimmerman, W.F., Southchurch.
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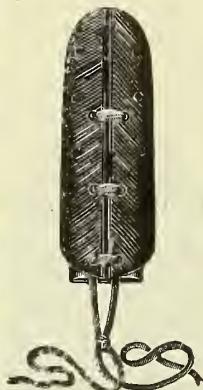
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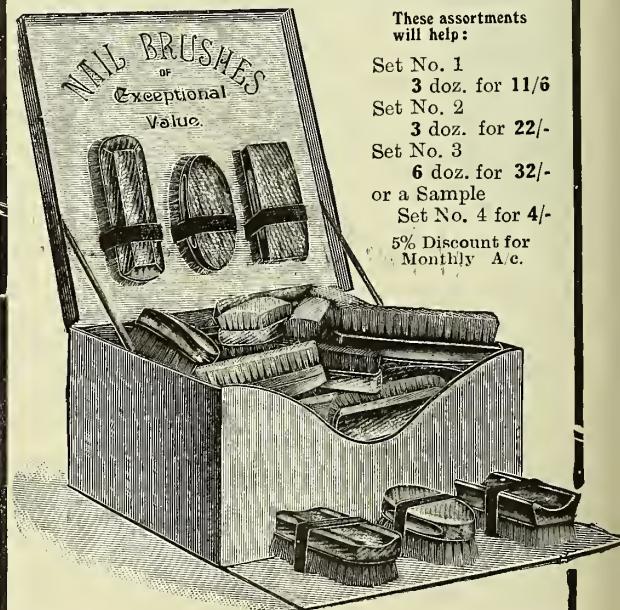
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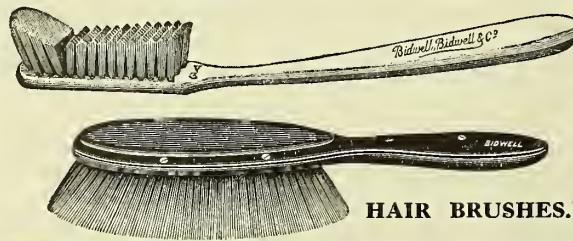
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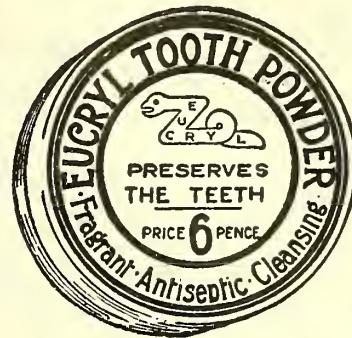
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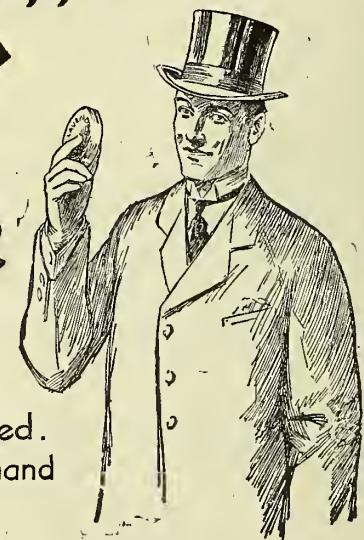
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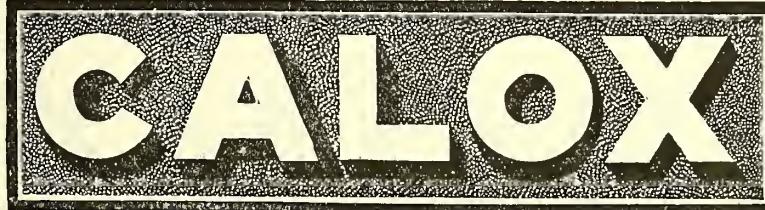
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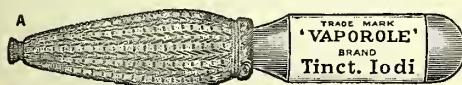
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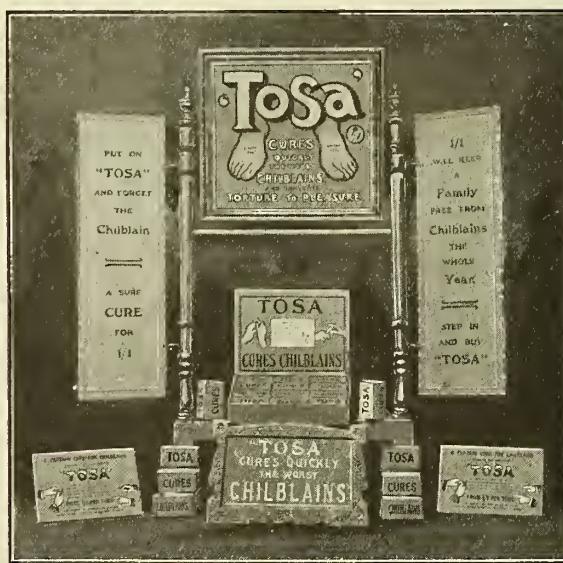
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CONTENTS OF THIS ISSUE.

Vol. LXXXIV., No. 4 (Series No. 1774).

["Page" and "p." (in the text) refer to the numbers at the top of the pages; the numbers in the Index refer to the Index folios at the bottom of the pages, which also are used in such references as 1913, II., 876.]

PAGE		PAGE	
Bankruptcy Reports	41	Irish News	38
Business Changes	43	Legal Reports	40
Coming Events	45	Marriages	42
Companies and Company News	41	Medical Memoranda	57
Corner for Students	34	Minor Botany	34
Correspondence	62	Observations and Reflections	47
Deaths	42	Our German Letter	40
Detection of Turmeric	34	Paris Society of Pharmacy	39
Editorial Articles:		Personalities	Col. Supp.
A Pharmaceutical Parliament	48	Pharmaceutical Society of Great Britain	55
Public Health	49	Poisonings	45
Hopf and Hopeine	50	Retrospect	64
Notes	50	Scientific Progress	56
English News	35	Scottish News	38
Festivities	45	South African News	39
French News	39	The Follow-up System	46
Gazette	41	Trade-marks	56
Information Department	46	Trade Notes	42
Insurance Act Dispensing:		Trade Report	57
Cartoon	51	Wills	35
Notes	51	Winter Session of Chemists' Associations	43
Reports from Local Centres	52		

THE WINTER ISSUE

of THE CHEMIST AND DRUGGIST requires a good deal of preparation beforehand. To give our printers time to deal with the extra matter, it is necessary that we go to press

NEXT WEEK

a day earlier than usual. We are asked by the Publisher to remind advertisers, therefore, that he cannot guarantee the insertion of any advertisements for the white-paper pages of the Winter Issue received after

Tuesday, January 27.

Telegraph: Write: Telephone:
"Chemicus Cannon THE CHEMIST AND DRUGGIST.
London" 42 Cannon Street, London, E.C. (two words). Bank 852 (two lines).

SUMMARY.

Subscribers are advised to read this column first.

The Winter Issue

of THE CHEMIST AND DRUGGIST will be published next week. We begin to go to press with the number as soon as this issue is published, and will close finally on Wednesday next. Will correspondents please note, and send their communications so that we may receive them not later than that day?

Articles and Communications.

The conviction for murder of the German Hopf recalls his connection with hopeine in 1896 (p. 48).

Juniperus communis is the Minor botanical specimen which is illustrated and described this week. See p. 34.

Mr. E. J. Parry describes Bell's method by which an infinitesimal amount of turmeric can be detected (p. 34).

A mixture of not more than three salts for qualitative analysis by students will be ready on January 27 (p. 34).

F. A. Degen, in an article on the follow-up system, well illustrates the advantages of perseverance in advertising (p. 46).

"The day of dictation is ended, and that of democratic government begun," says "Xrayser II.," with reference to the delegates' conference (p. 47).

The Commission entrusted with the preparation of the Dutch Pharmacopoeia has issued for criticism a draft supplement to the fourth edition of that work. We give on p. 50 the chief proposals

Some particulars from the report of the Medical Officer of the Local Government Board are given in an Editorial article. These refer chiefly to steps taken to protect the public from infectious diseases (p. 49).

Insurance Act Dispensing.

A conference of delegates from Pharmaceutical Associations in England and Wales was held in London on Wednesday, and an official report of the proceedings is printed on p. 55.

We comment upon the meeting, the fair manner in which it was conducted, and the expeditious yet thorough way in which the business was got through. The territorial principle of panel representation was adopted, but cannot be carried out in the first instance (pp. 48-49).

The conference decided upon a General Committee on Insurance consisting of seventeen members, eight from the Pharmaceutical Council (including the President and Secretary, *ex officio*), two from companies, one from panel chemists in Wales, and six from panel chemists in England (pp. 49 and 55).

A good deal of Insurance dispensing news begins on p. 51 with a cartoon and verses about a Bloomsbury infant that was left on the shore. "Xrayser II." discusses several aspects of pharmaceutical service (p. 47), and a number of correspondents discuss, among other subjects, the prescribing of proprietaries (p. 62).

News of the Week.

Invoices for exports to South Africa are further discussed on p. 39.

The Pharmaceutical Society of Ireland's examination pass-list is printed on p. 38.

The black-cotton dye patent case is proceeding slowly in the High Court (p. 40).

The Association of Chambers of Commerce is to discuss the Sale of Food and Drugs Bill (p. 36).

"Swank" is not an American word, but good English and Scotch. "Swankie" soap is allowed as a trade-mark (p. 41).

The Forehoe District Council has sustained its resolution to give a local pharmacist analytical and bacteriological work to do, although the Medical Officer objected (pp. 36-37).

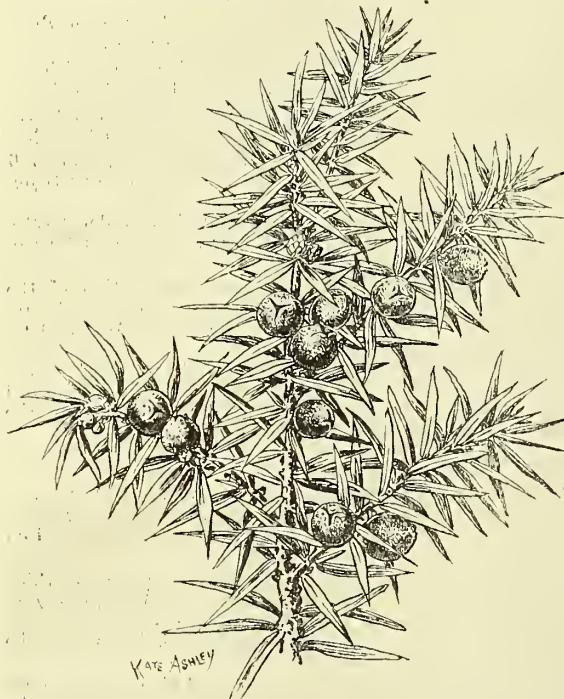
Trade and Market Matters.

Menthol and Japanese mint oil have been excited and dearer markets, due to a reported combination in Japan. Quinine (scoonds) is dearer, and higher prices have been paid for star-anise and cassia oils to arrive. Lemon and Bourbon geranium oils are cheaper, and other products in buyers' favour include copper sulphate, coriander-seed, and common vanilla pods. Business is decidedly more active (p. 57).

Minor Botany.

Being a series of articles for Pharmacy Students in illustration of the Botany Syllabus of the Minor Examination of the Pharmaceutical Society of Great Britain. The Series commenced in THE CHEMIST AND DRUGGIST, January 3, 1914. This is the fourth article.

THE Junipers are a distinct class of the conifers characterised by their few-seeded cones, and in the common juniper (*Juniperus communis*, L.), our next type, the fructification is to all intents and purposes a berry. This apparent anomaly in a *Gymnosperm* is due to the



JUNIPERUS COMMUNIS, Linné.

bracts supporting the naked immature seeds (ovules) becoming fleshy after fertilisation and enclosing the ripe seeds. The triangular scar at the apex of the "berry" is pierced by a minute canal, and this is all that is left to indicate its gymnospermous origin. The fruits ripen in the second year, their purple colour and distinctive odour serving to characterise the fruiting plant. The fruits contain three seeds having large oil glands. The plant itself is an erect evergreen shrub, usually about 3 to 4 ft. high, although it may attain a height of 12 ft. or more. It branches freely, the shoots being closely beset with spreading linear leaves with sharp points arranged in threes at the same level (whorled). This serves to distinguish a non-fruiting plant. The flowers occur on rudimentary branches in the axils of the upper leaves. They are of two types—staminate (or male), and pistillate (or female)—and are borne on separate plants (dioecious, di=two, oecium=house). The common juniper is the only one of the genus indigenous to this country, being found on the poor soil of downs.

BLACKPOOL AND FYLDE PHARMACISTS' ASSOCIATION.—The annual dinner is to be held at Blackpool on February 11.

HALIFAX CHEMISTS' ASSOCIATION.—The annual dinner will be held at the Old Cock Hotel, on February 12. Tickets (5s. 6d. each) from Mr. R. V. Sutcliffe, 64 King's Cross.

PETERBOROUGH CHEMISTS' ASSOCIATION.—The annual dinner will be held at the Grand Hotel on February 5. Tickets (5s. each) from Mr. H. E. Noble, Hon. Secretary.

SOUTH-WEST LONDON PHARMACISTS' ASSOCIATION.—A social evening (whist and dancing) will be held at Stanley's Restaurant, Lavender Hill, S.W., on February 25. Tickets (2s. 6d. each) from Mr. E. A. Atkins (Hon. Secretary), 71 East Hill, S.W.

CORNER FOR STUDENTS.

Conducted by Leonard Dobbin, Ph.D.

All communications for this section should be addressed thus: "Corner for Students, 'The Chemist and Druggist,' 42 Cannon Street, London, E.C."

Qualitative Analysis.

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture will comprise acids and inorganic bases occurring in the British Pharmacopoeia, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a stamped and addressed envelope, not a stamp merely) will be received up to Tuesday, January 27, when the samples will be posted to the applicants and those who have already applied for the tournament series of "Salts."

Students' reports will be received up to Saturday, February 7. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the fourth exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who are preparing for the Qualifying examination of the Pharmaceutical Society of Great Britain or of Ireland, which fact must be attested on their reports.

Detection of Turmeric.

By Ernest J. Parry, B.Sc., F.I.C.

IT is well known that ground white pepper is frequently mixed with a minute quantity of turmeric. This has been a trade custom for many years, the amount used being about 0.05 per cent., so that any suggestion of adulteration is quite out of the question, and would be at once rebutted by the *de minimis* principle. It has been suggested that the turmeric is added in order to lighten the colour of an originally dark pepper, or to disguise the presence of a certain amount of the outer skins of the pepper berry. Both suggestions are palpably absurd, since turmeric is far darker than any white pepper, and, further, because it tends to accentuate rather than disguise the presence of the particles of the outer skins of the pepper berry.

As a matter of fact this minute quantity of powdered turmeric is added to pepper in those cases where, as in some districts of England, the public demand a pepper with a certain yellowish tinge, and the only effect is to very slightly darken the pepper to that tinge. But it is only to a limited number of samples that this addition is made, a very large proportion being entirely free from the trace of colouring matter.

As peppers ground in one of the largest mills in England to which no turmeric has ever been added are being erroneously reported upon as containing turmeric, the question of the methods used for its alleged detection become of considerable importance. In this connection I would call attention to the following points:

1. *Microscopic Examination.*—While it is true that powdered turmeric has well-defined diagnostic characters, when one considers the minute percentage present, it can hardly be said that the microscopic examination will usually yield absolutely definite results.

2. *Boric-acid Method.*—Minute quantities of turmeric may be detected by the boric-acid reaction, but so far as my experience goes anything under 1 per 1,000

becomes very doubtful. The reaction is best applied by extracting with boiling alcohol, evaporating the alcoholic extract in contact with a silk fibre, then moistening the dyed fibre with a dilute solution of boric acid and drying it again. By performing a blank experiment with a sample known to be free from turmeric the difference in the dyed fibres can be noticed. One cannot, however, expect to get any very well defined reaction with alkali on the dyed fibre on account of the yellow dye originating in the pepper.

3. *Bell's test* is, however, decisive and should be used in deciding whether turmeric is absent or present, as its results are quite positive and easily observed. The limit of delicacy is almost unbounded, as the detection of the minutest trace is only a question of patience in examining a large number of microscopic fields. The reagent is made as follows :

One gram of pure diphenylamino is dissolved in 20 c.c. of 90-per-cent. alcohol, and 25 c.c. of pure sulphuric acid is carefully added, and the mixture cooled. If a drop of this reagent be placed on a slide and the sample spread over the cover glass, which is then inverted so as to let the powder fall evenly and not in clots, and the slide examined under the microscope, every particle of turmeric (containing curcumin) will be stained a fine purple colour. The reaction is quite distinct and quite decisive, and the amount of turmeric present, if any, can be approximately determined by making up specimens of known composition and comparing the stains.

The reaction is so delicate that if a scoop used for, say, curry powder be used for pepper, then again for pepper several times, a minute trace of turmeric can be found. The slides require to be examined within a reasonable time after mounting, as the purple colour gradually fades.

WILLS PROVEN.

MRS. AMY CHRISTINE MOXON, 252 Park Road, Liverpool, who died on November 21, widow of J. L. Moxon, pharmacist, left estate of the gross value of 620*l.* 5*s.* 5*d.*, of which 14*l*. 15*s.* 2*d.* is net personalty.

SIR WALTER NOEL HARTLEY, F.R.S., 10 Elgin Road, Dublin, Professor of Chemistry and Dean of the Faculty of the Royal College of Science in Ireland, who died on September 11, left personal estate in the United Kingdom valued at 4,576*l.* 15*s.* 10*d.*

MR. WILLIAM DILLWORTH HOWARD, F.I.C., 11 Cornwall Terrace, Regent's Park, London, N.W., who died on December 9, left estate of the gross value of 94,187*l.* 15*s.* 4*d.*, of which the net personalty has been sworn at 93,839*l.* 3*s.* 9*d.* Probate of his will has been granted to his brother, Mr. Henry Howard, Kidderminster, and his nephew, Mr. Henry Crewdson Howard, C.A. 70A Basinghall Street, London, E.C., and probate has been renounced by his brother, Mr. Joseph Howard. The testator left his mother's miniature and his grandfather's diamond ring and papers relating thereto to his brother Henry; 8,000*l.* to the children of his said brother; 6,500*l.* his household effects, family portraits, and his residence to his brother Joseph; and 14,000*l.* upon trust for his said brother and his issue; 13,000*l.* upon trust for the children of his late sister, Eleanor Lloyd; 7,000*l.* upon trust for the children of his late sister, Alice Lloyd; 3,000*l.* to his sister, Mary Elizabeth Lloyd; 4,000*l.* to his sister, Mariabella Lloyd, and 5,000*l.* to her children; 4,000*l.* to his sister, Sarah Maria Fox, and 3,000*l.* to her children; 3,000*l.* to his nephew, John Eliot Howard; 200*l.* to his nephew, Henry Crewdson Howard; 20*l.* to each of the servants in his service at his decease, and to each of them of over twelve months' service a further bequest of one year's wages; and he also left a further bequest of 100*l.* to his coachman, William Carter. The residue of his property he left to his two brothers, Joseph and Henry.

THE RETAIL PRICE-LIST of family remedies and toilet articles issued by Milling-Johnson, Ltd., Town Hall Square, Chester, is different from the run of price-lists. It consists of about 150 pages, and the goods enumerated cover the range of chemists' articles—proprietary, drugs, and sundries. Each item has a reference number which can be used in ordering. One of the objects of the list is stated to be to prevent the feeling that the customer is dealing with a "soulless corporation." A request accompanied by a penny stamp will doubtless bring a copy of the list to any of our readers who apply.

ENGLISH AND WELSH NEWS.

Subscribers are invited to send to the Editor newspapers containing news of trade interest. Please mark the items.

Brevities.

The Barnsley Education Committee have decided to purchase forty hot-water bottles for the use of children attending open-air schools.

A traveller in a Cambridge to King's Lynn train had his clothing set on fire last week owing to an explosion caused by chlorate-of-potash tablets in his pocket rubbing against the striking surface of a safety-match box. He was severely burned.

The Wolverhampton Town Council on January 12 issued a draft order for chemists and druggists to close at 8 P.M. on Mondays, Tuesdays, and Wednesdays; 1 P.M. or 8 P.M. on Thursday; 9 P.M. on Friday; and 11 P.M. or 1 P.M. on Saturday.

An outbreak of fire on January 14 at Cardwell Foundry, Blackburn, used as a warehouse by tradesmen, originated on the ground floor in the portion occupied by Mr. W. H. Grimshaw, chemist and druggist. The flames were soon extinguished, the damage to Mr. Grimshaw's stock being due to smoke and water.

Dr. F. M. Sandwith, the Professor of Physic to the Gresham College, began on January 20 a course of lectures on "Medieval Medicine." The lectures are being held at the new building of the College in Gresham Street. An account of the various epidemics of the Middle Ages took up most of the time of the first lecture.

The "Yorkshire Herald," January 17, reports a lecture, before the Sheriff Hutton Agricultural Club, by Mr. Ian P. MacEwan, B.Sc., on "The Profitable and Practical Side of Manuring." The lecturer dealt with the subject chemically, but chiefly from the farmer's point of view, especially as regards the advantages of farmyard manure when supplemented by a fertiliser suitable to the crop desired.

The Chichester Guardians on June 16 were informed that in the opinion of the Finance Committee the Board were supplying many articles, such as cotton-wool and lint, which did not come within the definition of expensive drugs, and which ought to be provided by the medical officer. It was decided to go into the old accounts for drugs and into the terms of the doctor's appointment before coming to any decision on the matter.

Prosecutions at Wolverhampton on January 14 under the Sale of Food and Drugs Act regarding arsenic in beer resulted in a fine of 10*l.* and 6*l.* 9*s.* costs being imposed in one case, the other summonses being withdrawn. This recalls the arsenical beer trouble of 1900. In the present instance the arsenical content of three samples was one-fiftieth, one-thirtieth, and one-fifteenth of a grain per gallon. Even more minute quantities induce neuritis—hence the danger.

Dover Town Council were informed on January 15 of four samples of malt-extract and cod-liver oil submitted to the public analyst. One was stated to be very low in cod-liver oil, but in the absence of a standard it must be allowed to pass. In some of the samples of tincture of iodine and ammoniated quinine taken the percentage of alcohol was low and that of drugs too high, due to careless storage. As the expensive ingredients were stronger than necessary, it could not be said to be sold to the prejudice of the purchaser.

Sir Wm. Osler, Regius Professor of Medicine at Oxford, delivered his presidential address to the Bibliographical Society on January 19 on "The Earliest Printed Medical Books." These were chiefly calendars, and dealt with the proper times for bleeding according to planetary influence. The Arabian influence has left, he said, a permanent mark upon pharmacy. The British Pharmacopœia owes many of its best-known drugs to Arabic doctors—e.g., senna, mercury, alcohol, the essences and extracts. At the Greek Renaissance the Arabian influence was to some extent checked.

Dominions Royal Commission.

At the sitting in London of this Commission on January 15 a statement by Professor W. R. Dunstan, Director of the Imperial Institute, was read as to the work of the Institute in relation to the development of the resources of the Dominions. This referred to the services rendered in the endeavours to produce tobacco suitable for the British market, and in investigations concerning the exploitation of wild rubber plants and the cultivation of rubber-yielding trees in suitable portions of the Empire. Attention has also been given to cotton-growing in Australia, and since 1903 the Institute has organised mineral surveys for Ceylon, Southern Nigeria, Northern Nigeria, Nyasaland, Mozambique, and Gwalior. In Ceylon thorianite has been discovered, and the wide distribution of other minerals containing thorium has been demonstrated. Important deposits of radio-active minerals have been discovered at two places in South Australia, and in their development the Institute has rendered material assistance. Dr. T. A. Henry, the superintendent of the laboratories at the Imperial Institute, supplemented this statement. He said that the scientific staff of the Institute has been increased in recent years, but its work is still distinctly in arrear, and as regards space the staff is cramped. If the Institute had the use of the whole of the building at South Kensington, as it originally had, the accommodation would suffice for a considerable number of years. Mr. Harris, another witness from the Institute, said that 5,000/- a year additional income could be disposed of usefully.

Chambers of Commerce.

At the annual Conference of the Association of Chambers of Commerce of the United Kingdom, to be held in London in March, the Bristol Chamber will move :

That this Association, while desirous of heartily supporting legislation designed to ensure the purity of foods and food-products, is of opinion that the Sale of Food and Drugs Bill, 1913, if passed into law in its present form, would be detrimental to the interests of manufacturers of food and food-products, as well as to retailers and consumers. This Association therefore urges that, before any such drastic powers as are proposed by the Bill are conferred on any Government Department, the whole subject of the provision of better and purer food for the people should be referred to a Select Committee of the House of Commons in order that all parties interested may have an opportunity of tendering evidence.

The Huddersfield Chamber has tabled the following :

That as the imposition of the duty on petrol has led to the use of benzol as a motor spirit, with the consequence that benzol has risen in price 130 per cent., thereby causing the aniline industry to suffer greatly, this Association is of opinion that a similar duty should be imposed on benzol which is used for motive purposes; and requests the Executive Council to make representations to the Chancellor of the Exchequer.

Birmingham Notes.

In Messrs. Hedges & Co.'s shop window at King's Heath there is a display of test tubes containing coloured liquids which are named, and are stated to be the principal ingredients of one of their well-known preparations.

The death of Dr. C. H. Harris, of King's Heath, from double pneumonia, was of painful suddenness. He was one of the first medical men of this suburb who favoured the passing of the prescription on to the pharmacist long before the Insurance system. He was extremely well liked by all classes, and most of the traders put down their blinds during the funeral.

These must be halcyon days for pharmacy, for there are some establishments which for years have been worked single-handed, and have now installed a fully qualified assistant, engaged almost solely for dispensing. On the other hand, a lady dispenser to a medical man in a thickly populated but not rich neighbourhood of the city complains that she has very little to do now in comparison with former times. Will her sphere of action be ultimately the seclusion of the pharmacist's dispensing-room?

The conversazione in connection with the Birmingham and Midland Institute was held last week. The exhibition

in connection with it affords an opportunity for students to make themselves acquainted with the very latest in general science. Mr. Partridge showed his beautiful lantern slides in natural colours by the Lumière Auto-chrome process. An exhibit of old-time and modern lighting appliances was displayed. Wireless telegraphy afforded conversation with Paris. The microscope display was very interesting, among the many exhibitors being Mr. Leal (Solihull), a quondam pharmacist, but now a successful proprietary school teacher; Mr. Potts, of Messrs. Bailey & Co., opticians, Bennett's Hill; E. Clemenshaw (Messrs. Chance & Co.); W. T. Elliott, chemist; and A. K. Glover (Messrs. Watson & Sons, Easy Row). The objects were very beautiful, and included volvox, fern sections, diatoms, and foraminifera. Messrs. Standley, Belcher & Mason, Ltd., exhibited Leitz micro-apparatus and a model of Kopper's coke oven, Spencer rotary microtome. Dr. Hall Edwards showed an up-to-date x-ray apparatus with 16-in. intensified spark coil, lent by the Sanitas Electrical Co., Ltd., 61 New Cavendish Street, London. Messrs. Harrison exhibited the process of spectacle-lens cutting.

A Dispensing Error.

The Bath City Coroner held a long inquiry at Bath on January 21 respecting the death on January 19 of Mrs. Mary Thomson (84), widow of a Liverpool solicitor. Mr. B. R. Vachell watched the proceedings on behalf of Mr. A. W. Griffin, chemist and druggist, Saville Row, Bath, and of Mr. H. V. Williams, assistant to Mr. Griffin. The evidence showed that Mrs. Thomson had taken medicine dispensed from prescription at Mr. Griffin's pharmacy. After six doses had been taken Mr. Griffin called and took away the bottle, sending another full one for it. Mr. Griffin in evidence produced the prescription-book in which the prescription had been copied by the assistant, who dispensed it. One of the ingredients was tr. scillæ 5j., and he noticed that the assistant had copied and dispensed tr. scillæ 5j. As soon as he found this out he acted. Witness was fully examined as to these facts and the action of squill. Dr. Kennedy, who wrote the prescription, said that up to Friday Mrs. Thomson was getting better. On Saturday (when Mr. Griffin supplied the new bottle of medicine) she was breathless and exhausted. She had had diarrhoea in the night, and was in a very low condition. There was stomach disturbance. These conditions were new. He discovered that the dose of tincture of squill had been forty minims instead of five on Sunday morning, when Mr. Griffin told him. The dose was very large for a lady in her condition. He was not prepared to say that death was caused by the squill. Hugh V. Williams, assistant to Mr. Griffin, was also called. He is nineteen and a half years of age, and admitted his mistake, greatly regretting it. The Coroner having summed up, the jury, after a short consultation, returned a verdict of death by misadventure.

Doctor and Chemist's Diagnosis.

The refusal of Dr. T. R. Lack, of Hingham, to accept the clinical reports of Mr. F. T. Alpe, pharmacist, Wymondham, caused considerable discussion at the meeting of the Forehoe (Norfolk) District Council on January 19. It appeared that the Council agreed last October that Mr. Alpe should be allowed to undertake such clinical examinations and water analyses as the Council's medical officers felt disposed to submit to him. Dr. Lack had written refusing to accept any report from Mr. Alpe unless he had the sanction of the Local Government Board. Dr. Lack, who attended, said he did not wish to cast any reflection upon Mr. Alpe in any way, but he could not accept his analyses. He read a letter from the Clerk, in which it was stated that in future bacteriological work and samples of water for analysis were to be submitted to Mr. Alpe, as bacteriologist and analyst. It was pointed out that the letter went beyond the Council's resolution. Mr. Alpe said he understood, of course, that the Council had not given him exclusively the bacteriological and analytical work of the district. The Vice-Chairman said the Council had not made any appointment, but empowered Mr. Alpe to have the same opportunities

as others. The Rev. E. Russell asked Dr. Lack if he could say whether reports sent down from the Clinical Research Society were signed by qualified men. They had no knowledge as to who were employed by the Clinical Research Society. He took it that Dr. Lack so far had not had any reason to complain of any wrong diagnosis on the part of Mr. Alpe. After a motion had been made to send the correspondence and minutes of the Council to the Local Government Board, Dr. Lack said he was put into a great difficulty at present. He had received two reports, one from Mr. Alpe, and another from the Clinical Research Association. One told him the case in question was diphtheria and the other report was different. Mr. Alpe said that in reference to the case mentioned by the medical officer, he should say that the report of his diagnosis was confirmed by the report from another laboratory, and the report was signed by a professor of bacteriology. The Rev. E. Russell remarked that the swabs in the case mentioned were not dealt with on the same day, and therefore it did not seem strange that the reports should not agree. He did not see why that Council should go cap in hand to the Local Government Board. If Dr. Lack was not satisfied with the action of the Council, he suggested the doctor should take whatever action he thought necessary. Mr. Alpe, addressing the Council, said that for the Council to communicate with the Local Government Board in the matter would not be placing him in a fair position. At the present time he did many water analyses, and if the Local Government Board's reply in this instance was not favourable to him, what was his position? He understood his position as an analyst of water was not challenged? Dr. Lack: Quite right. The Rev. E. Russell pointed out that they did not ask to send their swabs to the Clinical Research Association. He did not see any reason why Dr. Lack should not apply to the Local Government Board if he chose to do so. An amendment that the Council adhere to its resolution passed last October was carried by nineteen votes to four.

Contracts.

Merthyr Corporation.—Messrs. R. R. Davis and V. A. Wills for the supply of disinfectants.

Barnsley Town Council.—A. L. Johnson, Ltd., for the supply of drugs to the hospitals for a year.

Grantham Town Council.—Whysall & Son, chemists, Grantham, for a six months' supply of drugs, etc.

London County Council.—A. Gallenkamp & Co., Ltd., and John J. Griffin & Son, Ltd., for chemical and physical apparatus.

Walsall Town Council.—The Sanitas Co., Ltd., for an annual supply of liquid disinfectant; John Phillips & Sons, Ltd., for a similar supply of sponges, etc.

Government Contracts.—Admiralty: British Oxygen Co., Ltd., John Bennet Lawes & Co., Ltd., and the Standard Anhydrous Ammonia Co. of Great Britain, Ltd., for carbonic acid, ammonia, and nitrous oxide gases. War Office: J. M. Hamilton & Co., Ltd., and Smith Bros. & Co., Ltd., for linseed oil. Post Office: J. C. & J. Field, Ltd., for beeswax; Brunner, Mond & Co., Ltd., for chloride of ammonia.

Liverpool.

Much interest is being taken in the annual election for the vacancies on the Council of the Liverpool Chemists' Association on January 28, the Association's new rules requiring the retiring councillors to "stand down" for twelve months. Those thus rendered ineligible for election this year are: Dr. Chas. Symes, Messrs. Prosper H. Marsden, W. F. Laycock, L. Moreton Parry, and J. W. Hawley. The nominees for the five seats number ten, viz.: Messrs. Harold Wyatt, G. V. C. Last, T. S. Wokes, E. Prebble, W. H. Clubb, D. H. Evans, J. G. Wallbridge, H. H. Marsden, Martin S. Hughes, and A. W. Ashcroft.

Manchester Notes.

The chemists' windows contain varied displays which are on the whole of a seasonable nature. More hot-water bottles are shown than in the past, and some chemists are making special displays of vacuum-flasks.

The presentations to Mr. Harry Kemp and Mr. G. A. Mallinson and their wives at the whist-drive on January 14 consisted of the following gifts. Mr. Harry Kemp received a solid silver tea and coffee service, inscribed: "Presented to Mr. Harry Kemp, M.P.S., as a token of respect and esteem and in recognition of the invaluable services he has rendered during a long series of years to the pharmacists of Manchester. January 14, 1914." Mr. Mallinson's present was a handsome chiming clock and a silver cigarette-case, inscribed: "Presented to Mr. George A. Mallinson, M.P.S., in recognition of his invaluable services to the pharmacists of Manchester during the inauguration of the National Health Service. January 14, 1914." Mrs. Kemp and Mrs. Mallinson were each presented with a watch-bracelet.

A Diamond Ring.

At Lancaster County Court, on January 16, before Judge Sturgess and a jury, Kate Almond (formerly nurse to Lady Fry), Harboro', Leicester, sued Sarah Cole, wife of Mr. G. H. Cole, chemist and druggist, Blundellsands, Liverpool, claiming the return of a five-stone diamond ring and 1*l*. damages for detention, or, alternatively, 20*l*., the value of the ring, and 1*l*. damages for detention. The proceedings arose out of a criminal prosecution at the last October Quarter Sessions at Lancaster. Almond was charged with stealing the ring while in service at Mrs. Laycock's, the mother of Mrs. Cole, where the latter was staying at Morecambe, and was acquitted. The ring was handed back to Almond by her solicitor, but upon application to the County Bench, who committed her for trial, they, without hearing any evidence, ordered the restitution of the ring to Mrs. Cole. In the course of the present hearing Mrs. Cole identified the ring as having been given to her by her former husband as an engagement ring twenty-two years ago. The jury found for the defendant, for which his Honour certified, with the usual costs.

A Seven Months' Trial.

At Bow Street Police Court on January 19, Mr. Graham Campbell concluded the hearing of the case in which Robert Ralph Millbourn, Walter John Kemsley, Edward William Idle, and Bruce Anthony Cuthbertson were summoned for conspiring together and with others to defraud the Australian Customs by means of special invoices in connection with the shipment of motor-cars and accessories to Australia through the agency of Messrs. Tozer, Kemsley & Fisher, London. This was the twenty-second hearing, the case having been begun on June 26, 1913. The Magistrate now said that in his opinion the evidence before him was not sufficient to put the defendants upon their trial. The great bulk of the evidence consisted of documents, and, except in one case, which related to transactions with Clement Talbot, Ltd., no witness had been called to speak to the transactions, and it was unreasonable to expect any jury to convict on the evidence of the documents without hearing witnesses as to what those documents referred to. He thought that the case was a proper one for inquiry, and he should like to add that both Mr. Neale, the Australian Customs officer, and Mr. Frank W. Shorland, general manager of Clement Talbot, Ltd., the two principal witnesses for the prosecution, had given their evidence very fully and fairly. Both the prosecution and the defence, he thought, were indebted to Mr. Neale for the trouble he took in getting the evidence together. The summonses were accordingly dismissed.

Poison-licences.

The London County Council has issued a poison-licence to Mr. Alfred Dawkins, of 408 King's Road, Chelsea.

Messrs. Griffith Morris & George Dobbins, merchants, Bridgend, are applying to their local authority for a licence to sell agri-horticultural poisons.

Mr. John Butcher, nurseryman, of 9 Warwick Road, Stratford-on-Avon, has applied to the Warwickshire County Council for a licence to sell agri-horticultural poisons.

Football.

Inter-Pharmacy Football League.—A match between the London College F.C. and Square F.C. was played at Dulwich on January 17, both teams being below full

strength. The former team held the upper hand during the first half and led at the interval by one goal to nil. They added to their advantage afterwards, scoring four more goals to two by their opponents. A good game ended in favour of the London team by five goals to two.

From Various Courts.

At the Mansion House Police Court on January 17, Henry Howard (16), and his brother, John Howard (14), were remanded on a charge of stealing perfume, etc., value 10s., from the drug department of Messrs. Spiers & Pond, Water Lane, London, E.C.

An inquest was held at Headcorn (Kent) on January 16 respecting the death of an elderly lady named Gee, who had been suffering from pneumonia and had died on the previous day from a clot of blood in the main artery causing heart-failure. It appeared that deceased had a few days previously sent to Mr. F. Guttridge, chemist, 107 High Street, Ashford, for a bottle of liver tonic which she had had before. In giving evidence, Dr. Hardwick said this medicine would neither do the deceased harm nor good. In answer to the Coroner, Mr. Guttridge said it was usual to send medicine to people who wrote for it. He admitted that he had not seen the woman for about a year. The jury returned a verdict of "death from natural causes." The Coroner said he did not think it wise for chemists to send medicines to a person who had not been seen for such a period. Mr. Guttridge replied that it was a daily practice with doctors, chemists, and patent-medicine vendors.

SCOTTISH NEWS.

Subscribers are invited to send to the Editor newspapers containing news of trade interest. Please mark the items.

Brevities.

The Dunfermline Co-operative Society's turnover in the drug department increased by 11½ per cent. last quarter. The Crossgates branch drug-store shows a weekly turnover of 7*l.* 10s.

Miss Peebles, organist of Whytesway Baptist Church, Kirkcaldy, and daughter of Mr. John Peebles, chemist and druggist, has been presented with a beautiful platinum pendant set with pearls and diamonds, and a purse of gold, in recognition of her services in that capacity.

Edinburgh.

Another pharmacy has been opened in Leith this month.

Local chemists received on Wednesday the usual proportion of last month's Insurance account, together with the balance for the month which ended on September 15, 1913.

The alleged instances of excessive prescribing locally are trivial when compared with some cases up and down the country that commercial travellers are relating. One practitioner is credited with ordering 2 ounces of ½-gr. saccharin tablets; one script written by another doctor is said to have totalled 16*l.* or 17*l.*, and there are others.

At Murrayfield, on January 14, Pharmacy United Football Club played a good game against Tynecastle Wednesday, the chemists scoring the only goal during the first half. Their opponents came away strongly after play was resumed, though Pharmacy contrived to score again. Result : Tynecastle, 4 goals; Pharmacy United, 2 goals.

Glasgow and the West.

The employees of Messrs. Cockburn & Co., Ltd., have contributed 13*l.* to local charitable institutions.

The Rev. Howard May (who was formerly in business as a chemist) delivered in the Methodist Church, Sauchiehall Street, on Tuesday, January 20, a highly entertaining and humorous lecture entitled "Tags and Adhesive Labels."

JUNIOR PHARMACY BALL.—The date for this has been fixed for March 11. The Hon. Secretary is Mr. B. R. Wilkinson, Ph.C., 23 Cromwell Place, South Kensington, S.W.

IRISH NEWS.

Subscribers are invited to send to the Editor newspapers containing news of trade interest. Please mark the items.

Pharmaceutical Society of Ireland.

The following are the results of the January examinations :

REGISTERED DRUGGIST EXAMINATION.—Passed : James McCutcheon, Cootehill; Simon Patrick Cullen, Drogheda; James Alexander Cherry, Enniskillen. Two candidates were rejected.

PHARMACEUTICAL LICENCE EXAMINATION.—Samuel Orr, Killkeel; Richard Thomas Taylor, Dublin; and Francis Patrick Murray, Dublin, passed with honours. The following also passed : Martin John Usher, Galway; Mark Duan, Dublin; George Ernest Plewman, Dublin; Mervyn Victor Sargent, Monkstown, co. Dublin; Arthur Harold Storey, Belfast. Seventeen candidates were rejected.

PHARMACEUTICAL ASSISTANT EXAMINATION.—Passed : Hubert Sweeny, Londonderry; Henry Isaacson, Dublin; Norah Eleanor Brown, Dublin. Four candidates were rejected.

Urban Council Elections.

The majority of the Irish pharmacists who stood as candidates at the Urban Council elections on January 15 were successful. The following are the returns received from our correspondents :

Mr. C. V. Bolton, Ph.C., Lisburn.
Mr. J. Edgar Connor, Ph.C., Newry.
Mr. H. Lancashire, Ph.C., Ballymena.
Mr. J. M. McConnell, R.D., Ballyclare.
Mr. D. J. McGrath, Ph.C., Carlow.
Mr. Samuel McKinney, Ph.C., Cookstown.
Mr. W. J. Meredith, Ph.C., Tandragee.
Sir Thomas Robinson, Ph.C., Kingstown.
Mr. J. Robson, Ph.C., Belturbet.
Mr. J. P. T. Timmon, Ph.C., Navan.

Fires.

The premises of Messrs. Fee Bros., chemists and druggists, Ballybay, were damaged by an outbreak of fire on January 17.

The premises of Mr. W. J. Hamilton, chemist and druggist, Gorton, co. Tyrone, were on January 18 destroyed by fire. The damage exceeds 2,000*l.* and is not covered by insurance.

Prompt action on the part of Mr. J. J. Broderick, Ph.C., Fermoy, prevented a fire spreading which had broken out in an adjoining shop. It was early on the morning of January 18 when Mr. Broderick happened to notice an unusual glare from the neighbouring premises. Acting at once, the occupants were aroused and the fire quickly extinguished.

Brevities.

Mr. John Orr, registered druggist, Armagh, has been appointed manager of the local savings bank.

Mr. James Sloan Balmer, who spoke at the Gorman memorial meeting at Bangor on January 12, is a registered druggist.

Mr. J. H. Haslett, Ph.C. (J. & J. Haslett, Ltd., North Street, Belfast), has been elected on the committee of the Windsor and Stranmills Unionist Club.

Mr. E. J. Toomey, Ph.C., Belvedere Pharmacy, Great Denmark Street, Dublin, has opened a branch establishment in Old Church Street, Athenry, co. Galway.

Despite strenuous opposition Dr. J. C. McWalter, Ph.C., retained the aldermanship of the North City ward in the Dublin Corporation by nearly three to one.

Mr. J. H. Pearson, traveller for Hugh Moore & Alexander, Ltd., Dublin, whose death was referred to in last week's issue (p. 37), was found to have died from strichnine poisoning. At the time of taking the poison deceased was not responsible for his actions.

MANUFACTURE OF LECITHIN.—A company has been formed at Kolding, Denmark, for the manufacture of lecithin and collestrin. It is proposed to buy up for the purpose all the pigs' brains from the Danish pig-abattoirs, that being the raw material of the manufacture.

FRENCH NEWS.

(From the "C. & D." Paris Correspondent.)

HOSPITAL PHARMACISTS.—Rheims, the capital of Champagne, is one of the numerous French provincial towns which have organised a service of hospital house pharmacists on the Parisian model. The competitive entrance examination for three posts of house pharmacists in the local hospitals took place recently, the appointment being for two years, renewable for an equal period if approved by the Administration. The Rheims house pharmacist receives 20*l.* a year, the early morning meal is provided, and full board for the *interne de garde*, or man on all day duty.

THE UNQUALIFIED PARTNER.—The *préte-nom*, or qualified pharmacist who lends his name to an unqualified capitalist for commercial purposes, represents a trade custom which is sometimes severely dealt with by the French Courts. In a recent case a pharmacist had thus gone into partnership with the owner of a proprietary medicine. The qualified man was to receive (1) as salary an amount varying with the turnover, (2) a commission on sales. The enterprise was unsuccessful, and the capitalist endeavoured to obtain easier terms, which the pharmacist refused. Unable otherwise to obtain money due under the original contract, the pharmacist brought an action against his associate. The Tribunal of Commerce non-suited him on the ground of (1) the illegality of partnership between a qualified and an unqualified man, and (2) for dealing in "secret remedies." The pharmacist had overlooked the fact that although such things may be done every day in business, they are forbidden by the letter of the law, and will not be recognised by the Courts.

Paris Society of Pharmacy.

PRECEDENT is always strictly followed at the meetings of the Paris Society of Pharmacy, particularly at its January sitting. The tradition is that the President of the previous year shall take the chair at the opening of the meeting, and occupy it while the Secretary reads the annual report. He then calls upon the Vice-President—his successor—to take his place, and retires to sit among his colleagues. This little ceremony was, however, impossible at this month's meeting, as Professor Moureu, the retiring President, was unable to be present; so the unwonted spectacle was seen of the Vice-President (M. Dumouthiers) occupying the chair throughout the whole of the proceedings. The annual report of the Secretary was read, and then the reports of the Prize Committees by MM. Patein, Pepin, Michel, and Lacroix. The gold medal for physico-chemical science was awarded to M. Damiens, while M. Lantenois took the silver medal; M. Verdon gained the gold medal for natural science; the Vigier and Dubail prizes were awarded to MM. Collard, Laudat, and Desbourdeaux. The prizes having been presented to the winners, M. Dumouthiers gave his inaugural address as President, and called on the 1914 office-holders to support him at the horse-shoe table. These were M. Guerbet (Vice-President), M. Bourquelot (General Secretary), M. Leroux (Annual Secretary), and M. Guinochet (Librarian). The Hon. Treasurer is M. Vaudin, who will be remembered as the Parisian retail pharmacist who for many years acted as Chairman of the General Association of French Pharmacists, and at the same time "kept open shop" not far from the Paris School of Pharmacy. It was decided that the Society of Pharmacy should subscribe regularly to the Society for Aiding the Friends of Science. Professor Grimbert presented a paper written by M. Ch. Marchand, pharmacist at Neufchâtel-en-Bray, on the modification of the preparation of iodotannic syrup. M. Marchand points out that Mansier's method of making the syrup of 400 parts of iodotannic solution and 600 of sugar ensures a product which will keep well, but of which the density is about 1.30, and not 1.28. He also notices that the density of the syrup increases as the inversion of the sugar becomes complete, and suggests that the sugar be dissolved in a water-bath rather than in the cold. The meeting closed by the election of four new foreign corresponding members—namely, Professor Ekecrantz, Stockholm; Dr. Alexandre Ginsberg, St. Petersburg; M. Magnin, Director of the Chemical Institute, Buenos Ayres; Professor Wysman, of the School of Pharmacy, Utrecht.

SOUTH AFRICAN NEWS.

(From "C. & D." Correspondents.)

"The Chemist and Druggist" is subscribed for and supplied weekly to all the members of the seven Chemists' Societies in British South Africa.

The Union.

INVOICES FOR IMPORTS.—Certain further rulings which have been made respecting invoices required on importation of goods have been given by the Union Commissioners of Customs to the Cape Town Chamber of Commerce, and are given in detail in the "Board of Trade Journal" (January 15). They include a circular issued by the Commissioner of Customs, which lays down special provision in the case of goods manufactured solely for sale in the South African market, which is as follows:

"That goods specified under invoice No., dated herein, in the name of Messrs., are manufactured solely for the South African market, and there are no similar goods sold for use in the country of manufacture, and we hereby declare the values to be calculated at rates and discounts which would apply if the goods were sold for home consumption in that country."

The Cape Town Chamber raised a further point in regard to duty being levied upon railway carriage to the port of shipment. The law lays down that the "home consumption value" must be the value at the place of purchase, and the Commissioner was asked as to whether it is legal or not to deduct railway carriage on goods shipped at European ports for the Union. The Commissioner stated that the value of an article for Customs purposes is its open market value at the place of purchase, and it follows, therefore, that when the price of any article for export at the port is the same as that for home consumption in the country of origin, the invoice value of such goods, without any deduction for railway carriage, is that on which duty is leviable, always provided that the price is not less than that at which the article is sold for home consumption. When a charge over and above the price of an article at the place of purchase is made for bringing to a port of shipment, such charge is not included in the value for Customs assessment purposes. If, therefore, an importer wishes to be allowed to deduct any sum included in the price of an article, being included therein to cover f.o.b. charges, he must be able to prove that if the article in question were sold for home consumption at the place of purchase the price he would have paid would have been less the cost of the f.o.b. charges.

Orange Free State.

CHRISTMASTIDE at Bloemfontein was quieter than in previous years owing in part to the great celebrations held on Dingaan's day, December 16, when many thousands of visitors came from all parts of the country. The unveiling by ex-President and Mrs. Steyn of a monument to the memory of the Boer women and children who died in the Refugee Camps during the war, was made into a great national event. Business was brisk during the National Monument week, especially in photographic materials. A Johannesburg paper made merry at the expense of a local chemist in the following paragraph:

The only other attempt at decoration is by one of the smaller chemists in Maitland Street—a Scotsman by nationality. In one of his windows has been placed a large print of General Hertzog. It is a ghastly reproduction. This remarkable study is flanked on either side by Thermos flasks. In the background there is a large array of toilet requisites, and just above the picture is what looks like a miniature crown, made out of tooth-brushes.

The almost inevitable result of the week's strenuous trade has been that Christmas fell somewhat flat. The growing practice of up-country people of spending Christmas at the coast, added to an almost unprecedented drought, has further reduced the volume of trade in Bloemfontein during this formerly very busy season.

Transvaal.

MR. B. OWEN JONES, M.P.C., F.C.S., has, since his return from England, not been in the best of health, and in Christmas week was confined to his house suffering from a severe chill, but was making good progress.

MR. J. JOHNSTON, for many years associated with Messrs. Peterson, Ltd., as traveller, and as manager for the Johannesburg branch, has now relinquished business on his own account, and has joined the Transvaal Drug Co., Ltd., Johannesburg.

REGISTRATION OF BUSINESSES ACT, 1909.—The business registered on February 5, 1913, in the name of Joseph Elkin Levin, at corner of Bertha and Hay Streets, Turffontein, was transferred to Thomas McRobb Murray from January 1914, and he will trade as the Goldfields Pharmacy.

MODERN STORE TRADING.—A phase of store advertising particularly objectionable to pharmacists is seen in the Johannesburg newspapers, where a certain firm is promoting a large prize-giving scheme, offering, among other things, a 5s. parcel of toilet-requisites, consisting of well-known proprietary articles. The ordinary retail selling-prices for a similar parcel from the pharmacist works out at from 6s. 3d. to 7s. 9d.

Our German Letter.

(Special Correspondence to the "C. & D.")

Increase in Pharmacies.—During the past year fifty concessions for new pharmacies were granted in the German Empire, as compared with forty-eight in 1912. The total number of privileged pharmacies which changed hands in 1913 amounted to 227, against 264 in 1912.

Sulphate of Ammonia War Ended.—The Badische Anilin- und Soda-Fabrik of Ludwigshafen announce that they have arrived at an understanding with the Deutschen Ammoniak-Verkaufsvereinigung in Bochum, the Upper Silesian Coke-works and the Chemische Fabrik in Berlin, with regard to the sale of ammonia sulphate. This accordingly puts an end to the struggle recently begun between synthetic and natural ammonia sulphate. The producers will naturally derive considerable benefit from the agreement, but for agriculturists the cessation of hostilities is not welcome, as they had hoped for a prolonged struggle and consequently low prices.

Statistics of Doctors.—In 1913 there were in Germany 34,136 qualified medical practitioners, or 5.11 doctors for every 10,000 people. The number of doctors in the cities is rapidly increasing. The town with the highest percentage of doctors in proportion to the population is Wiesbaden, with twenty-eight medical practitioners for every 10,000 inhabitants. In the other cities next following the proportion of doctors per 10,000 is: Munich, 16.5; Strassburg, 15; Kiel, 13.9; Halle, 13.4; Breslau, 11.7; Frankfurt o/M., 11.4; Carlsruhe, 11.2; Saarbrücken, 11.2; Königsberg, 11.1; Greater Berlin, 11.1. The number of women doctors is increasing rapidly; the total is now 195. Among the specialists, the gynaecologists are by far the most numerous.

The Number of Chemists. according to the annual statistics published by the Society of German Chemists, shows that in 339 German chemical-works 268 chemists were either proprietors or directors, while in all there were employed 2,467 university-trained chemists and 384 technical chemists—i.e., without a university education. There are at present twenty firms which each employ over twenty chemists; these employ altogether, in addition to forty-five independent chemists, 1,477 chemists, and 154 technical chemists; that is to say, that over half of all the chemists included in these statistics are in the employ of these twenty large firms. During the 1912-13 winter term there were 3,082 chemical students working in the laboratories of the German universities, of whom 2,649 were Germans.

Business Expenses. Apotheker Eugen Roth, of the Ludwig-Wilhelm Apotheke in Carlsruhe, has published for some years in the "Pharmazeutische Zeitung" a table showing the percentage of expenses in relation to turnover. Especially interesting is the fact that during the past fourteen years the turnover resulting from dispensing has declined and that from counter-sales increased. The following table shows the percentage participation of the various items of expenditure in 1913 compared with the total turnover:

	Per cent.	Per cent.	
Drugs and chemicals	13.38	Glass utensils ...	2.01
Specialities	26.67	Insurances ...	1.36
Dressings	1.60	Freights and postage	0.85
Indiarubber goods	0.43	Salaries and wages	15.43
Mineral waters	1.55	Heating and light	0.74
Stationery (labels, boxes, etc.)	1.21	Various ...	0.86

The expenditure, not including taxes, rent, and interest, amounted to 65.12 per cent. of the turnover.

LEGAL REPORTS.

TRADE LAW.

Compensation Case.—An application under the Workmen's Compensation Act was heard at Derry last week at the suit of William Moore against Messrs. W. G. O'Doherty & Co., Ltd. Moore had been fifteen years employed by the firm as a bottler up till the end of June 1912, when he became unwell and ceased to work. In the course of his employment it was necessary to suck occasionally the end of the siphon to make porter run from the barrel to the bottles, and thus, it was contended, he absorbed a quantity of lead into his system, which incapacitated him. There was on the mouthpiece of the siphon some solder containing 40 per cent. of lead. Dr. J. McLaughlin said applicant was suffering from a thickening of the arteries, but this is also a common symptom in aged people. Dr. Craig, for the respondent, said he found nothing wrong with the applicant except old age. Judge Todd reserved judgment.

High Court Cases.

Unless when otherwise stated these cases have been heard in the High Court of Justice, London.

BLACK DYE PATENT.

The action brought by the Actiengesellschaft für Fabrikation in Berlin and the Mersey Chemical Co., Ltd., to restrain Levinstein, Ltd., of Manchester, from infringing Patent 1151 of 1900, granted to Charles Denton Abel, for the manufacture of a black sulphur dye for directly dyeing wool and cotton, has been continued before Mr. Justice Sargent (see *C. & D.*, January 17, p. 41). Dr. Liebmann's evidence was concluded on January 16, and Dr. Passmore followed him for the plaintiffs. He told the Court that when he first heard of the plaintiffs' method he did not believe the dye could be produced at so low a temperature. The old principle had been: the higher the temperature the deeper the black. He was early satisfied, however, by testing, of the possibilities of the method. With variations in the proportion of sulphur and sulphide the same results were obtained. Previously slight variations in melting yielded remarkable changes. The plaintiffs' patent possesses dyeing qualities which made it fast against water, air, and light. He could not tell the defendants' from the plaintiffs' process. Supposing their dye to be made from dinitro-phenol he knew of no process by which it could be made except the plaintiffs'. Cross-examined by Mr. Walters, Dr. Passmore said that in the products of dye stuffs from dinitro-phenol, sulphur, and sulphide of sodium, the interchange did not take place until they had the materials in a paste and at a very high temperature. He would not expect any change to take place after such interchange, no matter to what height the temperature might be raised, except, perhaps, that the mixture might become a little blacker.

The greater part of this week's evidence has been taken *in camera*, the witnesses being Dr. Ballantyne and Dr. Oswald Silberrad. The hearing is proceeding.

"SWANKIE" SOAP TRADE-MARK.

Mr. Justice Joyce concluded on January 16 the hearing of Messrs. Lever Bros.' appeal against the registration of "Swankie" as a trade-mark for a cleansing-powder. The first part of the hearing was reported in the *C. & D.*, January 17, p. 61.

For the applicant, Mr. Thomas Crook, Mr. Eric Bousfield said the appellants' word "Swan" was that for a soap which lathers. Messrs. Lever could not claim to have it cover scouring powders which are not soap at all. Fats, potash, or some other alkali are the characteristic components of soaps, but the applicants' production is a fine, gritty powder, which cleanses by attrition and makes no lather.

His Lordship: You don't say it cleanses by attrition alone?

Mr. Bousfield: I think it does, like pumice stone.

His Lordship: Would not the goods to which it is applied get considerably thinner? (Laughter.)

Mr. Bousfield: Scouring things does wear them out in time. (Laughter.)

Mr. Bousfield took the further point that no exclusive title to Swan, either word or figure, is given to the appellants, even under Clause 47. In the same class a firm employs it for starch, and it is used by self-raising flour, gloves, buttons, hats, and matches. Incidentally Mr. Bousfield said the word "swank" is a good English and Scottish word which he found in more than one dictionary, and twice in the poems of the Scottish poet, Robert Burns, and "swanking" is used by Sir Walter Scott.

His Lordship observed that he was much interested to hear that many phrases called Americanisms are really excellent English which had gone out of use for a time. His Lordship quoted two sections of the Act in summing up, and said they laid on him simply to decide whether the use of the proposed mark is calculated to deceive. He found that it is not. There is no sort of similarity between the bird swan and the now popular word "swankie." The appeal was dismissed.

Pharmacy Acts.

USING THE TITLE "CHEMIST" AND SELLING POISONS.

At the Royston County Court on January 14, the Pharmaceutical Society sued Ernest Matthews, Royston, to recover 10/- penalties incurred by selling carbolic acid contrary to the Pharmacy Act, 1868, and using the title "chemist," he not being a person qualified to do so. Defendant pleaded that he had a poison-licence from the County Council, and said he did not carry on the business of a chemist. Mr. Smart, for plaintiffs, pointed out that the bottle in which the poison was sold bore on the label the name "Ernest Matthews, Ltd., Chemist." Defendant's father, who was a chemist, died ten years ago. His Honour Judge Wheeler gave judgment for the amount claimed, with costs, and ordered defendant to pay 2/- 10s. a month.

BANKRUPTCY REPORT.

Re Charles Ricketts Knapp, 82 Pendle Road, Streatham Park, Surrey, late 77 The Broadway, Leigh-on-Sea, Essex, Chemist and Druggist.—An application was made to Judge Tindal Atkinson, sitting at the Shire Hall, Chelmsford, on January 19, for this debtor's discharge. It was stated that the assets, which were estimated to realise 175/-, had only produced 13/- odd. No dividend whatever could be paid to the unsecured creditors, and there was a debt on the estate of 13s. 6d. It appeared that the debtor purchased the Leigh business for 850/-, of which 300/- had been paid. He attributed his failure to want of capital, competition in trade, bad season, and compulsory closing under the Shops Acts. It was submitted that the debtor had failed to keep such books of account as were usual and proper, and had continued to trade with the knowledge of his position. Debtor stated that he now earned 2/- 10s. a week. In answer to Mr. W. Stunt, who opposed the application, the debtor said he had previously worked in the Leigh business. It had then been a good business, but another shop was subsequently opened near him, and his trade began to fall off. His Honour granted the discharge, subject to a suspension of two years.

GAZETTE.

Partnerships Dissolved.

MACKNIGHT, A., MACKNIGHT, J. S., and JACK, H. J., Rockavage Chemical Works, Frodsham, chemical manufacturers, under the style of Macknight & Jack; as regards H. J. Jack.

ANDREWS, E. C., and BROWNSON, R. D. Dawson-Duffield, Glenariff, Heath Drive, Hampstead, and Finchley Road, surgeons and general medical practitioners, under the style of Collingwood, Andrews & Brownson or Andrews & Brownson.

FALCONAR, W. E., and LUCAS, C. R., Hammersmith Road, London, medical practitioners, under the style of Falconar & Lucas.

LIMITED COMPANIES.

New Companies Registered.

P.C. means Private Company and R.O. Registered Office.

A. J. DAY, LTD. (P.C.)—Capital 500/-, in 1/- shares. Objects: To carry on the business of dental mechanics and operators, artificial-teeth suppliers, etc.

W. J. METIN, LTD. (P.C.)—Capital 500/-, in 1/- shares. Objects: To carry on the business of dental mechanics and operators, artificial-teeth suppliers, etc.

HAPPY BRAND CO., LTD. (P.C.)—Capital 3,000/-, in 1/- shares. Objects: To take over the business of soap manufacturers carried on at the Clifton Soap-works, Broadbottom, Cheshire, as the "Happy Brand Co."

PINKSTONE, LTD. (P.C.)—Capital 1,000/-, in 1/- shares. Objects: To take over the business of the London and Bristol Veterinary Medicine Co., 24 Church Street, Temple, Bristol, and to adopt an agreement with C. E. Heaton.

JOHN COWAN & CO., LTD. (P.C.)—Registered in Edinburgh. Capital 5,000/-, in 1/- shares. Objects: To carry on the business of manufacturers of soap, candles, tallow, chemicals, etc. R.O., Thornhouse Soap-works, Irvine.

HYGIENIC TOILET NOVELTIES CO., LTD. (P.C.)—Capital 1,000/-, in 1/- shares. Objects: To carry on the business of manufacturers of and dealers in perfumery, cosmetics, soaps, lotions, ointment, etc., and to adopt an agreement with Enrichetta B. Valli, Leo, Valli, and Camillo Valli.

W. A. LYNASS & CO., LTD. (P.C.)—Registered in Dublin. Capital 1,000/-, in 1/- shares. Objects: To acquire and carry on the business of pharmaceutical chemists, druggists, and general-store keepers carried on by R. A. McQuilty at 5 Ann Street, Belfast, under the style of "W. A. Lynass & Co." The first directors are Miss A. J. Lynass and Miss S. Lynass.

MERTONS, LTD. (P.C.)—Capital 500/-, in 1/- shares. Objects: To carry on the business of dental mechanics and operators, artificial-teeth suppliers, etc. The first subscribers are: H. Hunt, 3 Alexandra Mansions, Werfemberg Street, Clapham Common, S.W., dental operator; and J. Murray, Lynwood, Woodford, salesman. Table "A" mainly applies. Registered by F. P. Woodcock, 5 Holborn, E.C.

Company News.

THRESH'S DISINFECTOR CO., LTD.—In voluntary liquidation. Liquidator, Mr. H. Taylor, 22 Southampton Street, Bloomsbury Square, London, W.C.

LIEBIG'S EXTRACT OF MEAT CO., LTD.—The directors have declared an interim dividend of 10 per cent., free of income-tax, on the ordinary shares, being 10s. per share.

W. J. BUSH & CO., LTD.—The directors announce an interim dividend at the rate of 8 per cent. per annum, less income-tax, on the ordinary shares for the past half-year.

CEREBOS, LTD.—The report of the directors for the year which ended on November 29, 1913, states that the costs of production during the year have been higher than usual, but the sales of every one of the articles manufactured by the company have been greater than they were in the previous year, and the outlook is distinctly promising. With respect to Bisto, the result of the year's working had been satisfactory. Sales have continued to increase, and a small profit was earned. The profit for the year amounted to 17,415/-, and the amount brought forward from the last account was 7,077/-, making a total sum of 24,492/-, less 3,000/- of debenture interest, leaving a balance available of 21,492/-. The directors recommend a dividend at the rate of 5 per cent. per annum, which will absorb 12,001/. They also recommend that 1,000/- be written off freehold and leasehold property, that 500/- be set aside as a provision for income-tax, and that the balance of 7,990/- be carried forward. Subject to the approval of the shareholders, the directors have appointed Mr. Thomas Maltby Clague to fill the vacancy created by the resignation of Mr. W. H. Parkinson.

PARKE'S DRUG STORES, LTD.—The report to be presented to the shareholders at the annual meeting on January 29 states that the sum of 497/- 6s. 10d., required for the depreciation of leases, has been met out of revenue, as well as 883/- 8s. 10d. expended on repairs and renewals. The directors have also appropriated out of the profits 413/- 2s. 9d. to the fixture depreciation and reserve fund, and have also added the sum of 150/- to the stock reserve fund. After allowing for the above, the available net balance amounted to 4,551/- 4s. 9d., out of which has been paid the interim dividend on the preference shares at the rate of 6 per cent. per annum. The balance remaining is 3,344/- 8s. 4d., and from this a final dividend for the year

on preference shares was paid on October 20. It is now recommended that a dividend of 4 per cent, less income-tax, be paid on the ordinary shares, leaving a balance of 797*l.* 5s. 6d. to be carried forward to next account. Upon passing the present accounts and the adoption of the report the reserve funds will stand at 14,380*l.* 16s. 8d. The retiring director is Mr. Percy Warnford-Davis, J.P., who offers himself for re-election. According to the balance-sheet the profit from the year's trading (thirty-four shops) was 7,685*l.* 4s. 5d. The stock is valued at 40,749*l.* 10s. 9d., and the plant, etc., at 33,600*l.* 8s. 1d. The goodwill account stands at 12,150*l.* 12s. 3d.

MARRIAGES.

Authenticated notices are inserted without charge.

LEONARD—KINGZETT.—At the Chapel Royal, Savoy, on January 14, by the Rev. Hugh B. Chapman, John Victor Milner, son of Mr. and Mrs. Lennard, of Iford Manor, Lewes, Sussex, to Gwendoline Mary, daughter of Mr. C. T. Kingzett, F.I.C., F.C.S., and Mrs. Kingzett, of Maplin, Frinton-on-Sea, Essex.

Silver Wedding.

GREAVES—LANCASTER.—At the Parish Church, Clown, Derbyshire, on January 22, 1889, by the Rev. Chas. L. Helps, William Greaves, chemist and druggist, Clown; second son of the late Mr. Thomas Greaves, of Somersall Hall, Brampton, Chesterfield, to Ellen Blanche Lancaster, second daughter of Mr. William Luke Lancaster, of Clown.

DEATHS.

Authenticated notices are inserted without charge.

CARTER.—At 1 Endsleigh Street, London, W.C., on January 17, Frank Howard, eldest son of the late John Sloane Carter, of Red Lion Buildings, Giltspur Street, E.C., and brother of Mrs. John C. Umney, aged fifty-eight.

COLLINS.—Recently, Mrs. Collins, widow of Councillor M. A. Collins, chemist and druggist, 24 Manchester Road, Nelson, aged sixty-four. Mrs. Collins was interred in the churchyard of St. John's, Nelson, on January 15.

DUNCAN.—At 32 Gibson Street, Hillhead, Glasgow, on January 15, Lily, daughter of Mr. Joseph Duncan, Ph.C.

DYSON.—At 34 Grange Road, Ealing, London, W., on January 10, Mr. William Bedford Dyson, Ph.C., aged eighty-five. Mr. Dyson was connected with the business of Dyson & Co., chemists, 35 Gloucester Road, South Kensington, S.W., but had retired in favour of his son, Mr. A. Dyson, Ph.C. He passed his examination for pharmaceutical chemist in 1853.

HAYTON.—At The Laurels, Wigton, Cumberland, on January 17, Mr. Pattinson Hayton, chemist and druggist, aged eighty-six. Mr. Hayton, who was a native of Wigton, succeeded in 1845 to his father's business, carrying on the pharmacy until his retirement in 1894. He served on the old Local Board for a number of years.

RIDEAL.—Recently, Margaret, wife of Mr. Frank Rideal, chemist and druggist, High Street West, Glossop, aged forty-nine.

SQUIRE.—At 11 Sussex Street, Nottingham, on January 10, Mr. William Squire, Ph.C., aged eighty-eight. Mr. Squire passed the Major examination in 1853, and carried on business up to the time of his death.

FLUFFY GREASELESS CREAM is produced, hazards the "Drugists' Circular," by beating into the greaseless cream, after it is cold, white of egg. This gives the pearly, fluffy appearance so much desired.

TWENTY POUNDS A WEEK IN SCENT.—According to the "Daily Mirror" of January 17, the head of a fashionable West-End chemist's told one of the paper's representatives that some of his lady customers spend as much as 20*l.* a week in scents. They think nothing of using a two-guinea bottle of perfume at their morning toilet.

TRADE NOTES.

DRUG TARIFF APPLIANCES.—Messrs. Ayerton, Saunders, & Co., Ltd., 32, 34, and 36 Hanover Street, Liverpool, have issued a price-list of surgical dressings and appliances in accordance with the revised Drug Tariff for the supply of these articles.

LE CLERC'S PILLS and other preparations advertised by Messrs. De Roos, Johnson & Co., 76, 78, 80, 82, Wellesley Road, Queen's Crescent, Kentish Town, London, in the *C. & D. Diary*, page 589, have in error been entered in the Buyers' Guide as "Le Cleris." Readers will please note and correct. The telephone number of the firm is 2,003 North.

PRICE-LIST.—The Alliance Drug and Chemical Co., 34 Leadenhall Street, London, E.C., have this month issued a new list which, besides the price-list of drugs, galenicals, sundries, and surgical appliances, has on the front a calendar for the year, and inside special information regarding the export of drugs and galenicals, postal rates, and equivalents of Imperial and metric weights.

CAPSO THERM is the name applied to a capsicum wool brought out by Messrs. Oppenheimer, Son & Co., Ltd., 179 Queen Victoria Street, London, E.C. The features about Capsotherm are that the wool is protected with gauze and backed by impermeable tissue. It is also sewn at intervals, this making the wool less liable to shift its position. A bandage is also provided for the purpose of holding the Capsotherm in its place. Capsotherm is packed in red cartons with pale green labels; there is only one size, and this sells at 1*s.* 3*d.*

CLINICAL-THERMOMETER MARKINGS.—A complaint was made in our last issue that the filling used in the markings of some makes of clinical thermometers is not permanent. We have received from Messrs. Baiss Bros. & Stevenson, Ltd., 174 and 175 Grange Road, Bermondsey, London, S.E., a sample of the clinical thermometers which they sell, and which the company assure us will not show the defect to which our correspondent alluded. The thermometers are guaranteed to stand without alteration prolonged immersion in 3-per-cent. carbolic-acid solution.

"THE REMINGTON BOOK" is the title of the new price-list issued by the Remington Typewriter Co., Ltd., 100 Gracechurch Street, London, E.C. It is an artistically produced booklet, and describes the features of the various models of Remington typewriters. It is thirty-five years since the first catalogue was issued. The feature then was the arguments in favour of the use of typewriters over handwriting—it is no longer necessary to pursue that line—the present one deals with the subject from the constructional and value for money point of view.

KASBAH KIDNEY CURE.—This is a mixture of herbs employed with success in the treatment of kidney complaints, especially gravel and stone. It is attractively put up by Messrs. Potter & Clarke, Ltd., 60 to 64 Artillery Lane, London, E., in packets which retail at 6*d.* The keynote of the design on the packages is Oriental, and this has been carried out in a scenic show-card for window or counter which has just been issued. This consists of two cards joined by struts, the first one being a gateway of Oriental design ("Gateway of Health") through which the second card is viewed. The vivid colouring conveys an accurate impression of the East, and the whole forms an excellent attraction for the Kasbah kidney cure.

BOURJOIS' PERFUMERY.—Messrs. Henry C. Quelch & Co., 4 Ludgate Square, London, E.C., have produced a new English edition of the catalogue of toilet and perfumery articles manufactured by A. Bourjois & Cie., 60-62 Rue d'Hauteville, Paris, for whom they are the British representatives. The list, 9*½* in. by 7*½* in., consists of about fifty pages, with a cream-coloured cover. The various articles are catalogued on the left-hand side, the right-hand side in each case being devoted to illustrations. A convenient thumb index is provided. Bourjois' Java Powder has its own page. As a complete

list of real French perfumery, this catalogue is worth studying, and those chemists who have not received a copy should send a postcard request to Messrs. Quelch.

THE FIRM OF E. MERCK, Darmstadt, have issued from their offices, 66 Crutched Friars, London, E.C., a three-fold card containing epitomised lists of the chemicals that they manufacture, these being arranged according to the department of work for which they are required—namely, pharmaceutical chemicals, patent and special preparations, laboratory chemicals, technical chemicals for photography and process work, for textile industries, for electro-chemistry and metallurgy, for brewers and mineral-water manufacturers, for flavouring and perfumery, and for the leather, fur, and hide trades. They also issue an eight-page price-list in which particulars are given of the goods and sizes and styles of packages now kept at the London address. Along with these we have received a calendar for 1914, bearing a reproduction of a photograph taken from the Zeppelin airship "Victoria Luise" on October 14, 1913, of the Merck Works at Darmstadt. The calendar forms a weekly diary, each sheet of it giving spaces for seven days' memoranda.

BUSINESS CHANGES.

Authenticated information for this section will be received by the Editor, and published, if not in the nature of advertisement.

THE NEW SUSSEX DRUG AND DENTAL CO. have opened at 9 George Street, Hove.

THE head office of the City and Guilds of London Institute is again at Gresham College, Basinghall Street, London, E.C.

MR. GEORGE CRAWFORD, chemist, has closed one of his businesses in Horley, Surrey, having only one pharmacy there instead of two.

MESSRS. BROOM, REID & HARRIS, chemists, 2 Queen Street, Exeter, have opened new premises at 3 Queen Street for their optical and photographic departments.

MR. EDGAR JONES, chemist, of Trafalgar Street and The Drive, Brighton, has transferred The Drive business to a fine corner position at Beaconsfield Villas, opposite.

MR. R. H. HUGGINS, pharmacist, The Central Pharmacy, Skegness, Lincs, has sold his business at 15 Church Street, Colne, Lancs, to Mr. Wm. Urwin Tyson, of Millom, Cumberland.

MR. W. E. PLANT, Ph.C., 28 High Street and 149 Balby Road, Doncaster, has taken additional premises at 102 Carr House Road, which he will open, on completion of alterations, under the management of Mr. B. L. Burrell, Ph.C.

MESSRS. W. H. DIXON & SONS, chemists, East Grinstead, Sussex, who a few months ago purchased the business of the late R. O. Hayes, of Hayward's Heath, have rebuilt and lowered the shop to the level of the pavement. It is now one of the finest pharmacies in Sussex. A wine-and-spirit licence is being applied for.

MESSRS. C. W. JOHNSON & CO., 11 Red Lion Square, London, W.C., sole agents for Honoré Payan, perfumer, Grasse, France; Caremil Archard, perfumer, Grasse, France; and Johann Maria Farina & Co., distillers of the "Pantaleon" brand eau de Cologne, Cologne, are removing on February 1 to larger premises at 38 Great Ormond Street, Southampton Row, London, W.C.

CROYDON PHARMACISTS' ASSOCIATION.—The annual dinner, followed by a whist-drive, will be held at the Greyhound Hotel, Croydon, on February 4. Tickets (5s. each) may be obtained from the Hon. Secretaries, Mr. C. Dickinson, 119 South End, Croydon, and Mr. P. Holmes, Brighton Road, South Croydon.

LONDON COUNTY PHARMACISTS' ASSOCIATION.—The first annual dinner is to be held in the Gordon Hall, Restaurant Frascati, London, W., on Thursday, February 5. Tickets (7s. 6d. each) may be obtained from the Secretary, Mr. G. A. Tocher, 191 Mianwood Road, Crofton Park, London, S.E. The chair will be taken by Mr. E. White (President of the Pharmaceutical Society), and it is hoped that among those present will be Mr. W. S. Glynn-Jones, M.P., Mr. E. A. Dawes, M.P., and Mr. T. Batey (Clerk of the London Insurance Committee). Ladies are invited to be present.

WINTER SESSION

of Meetings of Trade Associations.

Others are reported under "Insurance Act Dispensing," when the subjects pertain chiefly to that Section.

Argyllshire.—A meeting of Argyllshire chemists was held in Glasgow on January 14, Mr. J. P. Gilmour presiding. Representatives from Campbeltown, Dunoon, Lochgilphead, Oban, and Fort William were present. It was unanimously agreed to form an Argyllshire Pharmaceutical Association, the object being to promote and conserve the professional and trade interests of pharmacy, to cultivate friendly intercourse among its members, and to co-operate with kindred Pharmaceutical Associations. A committee of management was appointed, consisting of Mr. Samuel Lawrence (Oban), President; Mr. Donald (Campbeltown), Vice-President; Mr. William J. Jack (Lochgilphead), Secretary; Mr. James M. Stevenson (Ardriishraig), Treasurer; and Mr. A. D. Robertson (Oban), Mr. D. McD. Skinner (Oban), and Mr. G. R. Thomson (Campbeltown) as members of Committee. It was resolved to hold the next meeting at Tarbert, Lochfyne.

Brighton.—A meeting of the Brighton and Hove Association of Pharmacy was held at the Camera Club, Castle Square, on January 14, there being a fair attendance of members. Mr. J. Plowright was in the chair. The Secretary read a letter from the Clerk to the Insurance Committee stating that, as requested, his Committee had agreed to the payment of 75 per cent. of the chemists' accounts immediately on presentation. It was announced that Mr. C. G. Yates had been selected as delegate to the Insurance Conference, and that he would advocate a democratic election of the proposed Pharmaceutical General Committee. It was reported that in Brighton the new Tariff is ready for issue, but that in East Sussex the Tariff has not yet been agreed to. In reply to an inquiry respecting the new local Public Medical Service, it was stated that the scheme has been favourably received, but that the part relating to the dispensing service by chemists is still of an embryonic character. The majority of doctors prefer to supply the medicines themselves. It was pointed out that with increasing success the chemists might expect to get some of this work, which they have agreed to do at the suggestion of the doctors concerned in the undertaking. The Secretary referred to the recent additions to the P.A.T.A., and to the need for observing the Poison regulations on the sale of proprietary preparations of colchicine and veratrine.

Cambridge.—A meeting of the local Pharmaceutical Association was held at Croydon Chambers, Regent Street, on January 16. Mr. J. Evans presided, and referred in detail to the work of the local Pharmaceutical Committee (see p. 52), and said the object of the meeting was to consider the reorganisation scheme of the Society. The scheme and amendment were discussed at considerable length by Messrs. E. S. Peck, S. F. Barker, B. S. Campkin, H. F. Cook, T. J. Mallett, H. Flanders, P. Deck, Moss, and Bryant. Alderman Campkin had retired from the meeting before this. It was unanimously resolved to suggest that paragraphs A, B, and C be deleted, and the following substituted: "Pharmacists may be divided into two classes: (1) Members of local Associations; (2) non-members of local Associations. All registered pharmacists are eligible for membership of local Associations." The formation of a second Pharmaceutical Insurance Committee (E) was considered unnecessary. It was decided by a majority to support the suggestion in the scheme for the formation and constitution of Pharmaceutical General Committee on Insurance (II).

Dewsbury.—At last week's meeting of the local Chemists' Association, Mr. G. N. Gutteridge presiding, a letter was read from Woodward's stating that their gripe-water had been put on the P.A.T.A. The Secretary was instructed to thank the proprietors for their action. A discussion was opened by Mr. Broadhead in respect to the Pharmaceutical Society's proposals *re* the Insurance Act Medical Service, which he upheld, and submitted a resolution to that effect, which was adopted.—On Tuesday evening Mr. Blakeley gave a lantern-lecture, and the members afterwards had supper together. Arrangements were made for the annual dinner to be held shortly.

Edinburgh Assistants.—A meeting of the Edinburgh Chemists', Assistants', and Apprentices' Association was held at 36 York Place on January 14. Mr. Henry Stout, Ph.C., in the chair, Mr. W. Lockerbie Thomson, B.Sc., read a paper on *Colloid Solutions*. He explained what is meant by the term, and that a beam of light passed through a colloid solution will show finely divided particles, invisible to the eye otherwise, and the solution will appear turbid. The ultra microscope has settled definitely the fact that colloid

solutions are suspensions. The passage of an electric current through a colloid solution causes the colloid to move either to the positive or to the negative pole. The important reactions of colloids depend on the neutralisation of their electric charges, and they are: (1) their coagulation or precipitation by certain substances, even in small quantities—such substances are generally salts; and (2) their "protection" by the addition of certain other colloids. There are two classes of colloids—"reversible" and "irreversible," according as they are or are not capable of going back into solution after removal of the precipitant. The inorganic colloids are chiefly of the "irreversible" type, and are precipitated by very small amounts of some salts, while large amounts of other salts have no effect. The "reversible" class includes mainly the organic colloids, such as albumen and gelatin. The question of coagulation was also discussed. The second communication consisted of *Notes on Some of the Official Aromatic Drugs*, by Mr. David Grieve. This was an essay on the aromatic drugs of the Pharmacopœia, in which he summarised the latest information, touching upon such points as microscopic structure, ash percentage, essential-oil percentage, chemical constitution of essential oils, and other features. The reading of the papers was followed by a discussion, taken part in by Messrs. Cowie, Rowland, Murray, Hill, Stout, and Grieve, and votes of thanks were awarded to the authors.

Glasgow. A meeting of the Glasgow and West of Scotland Chemists' Association was held in the West Regent Rooms, Glasgow, on January 14, Mr. Thomas Guthrie (Vice-President) presiding over a fairly good attendance. Fourteen new members were elected. Mr. R. G. Howat delivered a lecture, illustrated by lantern-slides, on *India Rubber: Its Collection and Preparation*. He referred to the various trees from which rubber is obtained, and remarked that South America is by far the largest producer of rubber. He then dealt with the method of culture and extraction followed there, and slides illustrative of tapping the trees and smoking of the rubber were shown. Africa, India, and Polynesia were next dealt with, and the different methods of collection and the machinery employed were described. Specimens of different varieties of rubber, which Mr. Howat obtained from Messrs. J. G. Ingram & Sons, London, were exhibited. The lecture was illustrated by seventy-two lantern-slides.

Hull.—The annual meeting of the Hull Pharmacists' Association was held on January 19 at the Grosvenor Hotel.

Mr. T. Smith (President) was in the chair, and there was a good attendance of members. A vote of condolence was passed with Mrs. Whitelam on the death of her husband (*C. & D.*, January 3, p.50). Mr. Staning (the Hon. Secretary) then presented his report of the work accomplished during the past year. He stated also that Mr. Hutchinson (Taylor & Co.) had been appointed to act on the Pharmaceutical Committee in place of the late Mr. Whitelam. The Treasurer's report, brought forward by Mr. Robinson, showed a balance in hand of 17. 1s. 2d. after subscribing 6*l.* towards the expenses of the Pharmaceutical Standing Committee. This report was also adopted. Mr. Smith and Mr. Staning were appointed as delegates to the Insurance Conference, and in discussing the draft federation scheme the opinion was expressed that the Pharmaceutical Society are asking for too many nominations on the Committee. The officers for the ensuing year were then elected as follows: President, Mr. T. W. Robinson; Vice-Presidents, Messrs. Smith, Snowden, Robson, and Sell; Executive, Messrs. A. Richardson, Chapman, and Wharton; Hon. Secretary, Mr. Staning; Assistant Secretary, Mr. R. F. Jones. The retiring President was thanked for his services, and Mr. Staning also received a special vote of thanks.

London.—A joint meeting of members of the Association of London Pharmacists and of the Chemists' Assistants' Association was held at Dr. Williams' Library, Gordon Square,

London, W.C., on January 21, with Miss Margaret Buchanan, Ph.C., in the chair. The topics of the evening were two short discourses by Messrs. G. A. Tocher and P. B. Phillips. Mr. Tocher gave an outline of the various bodies connected with the working of the National Insurance Act, starting with the Insurance Commissioners and Insurance Committees. He pointed out the relations to one another of Pharmaceutical Committees, Pharmaceutical Insurance Committees, and Pharmaceutical Service Sub-Committees, and mentioned briefly the principles adopted at the conference held that day in the Holborn Restaurant with regard to the linking up of Local Pharmaceutical Associations. Mr. Tocher answered various questions. Mr. P. B. Phillips' subject was *Referendum*, and at the outset he had to explain that this did not refer to political matters, but concerned a simple scheme for compiling a complete reference-book. The basis was the storage of cuttings from trade newspapers and the public Press, pasted on sheets of paper, and filed in Stolzenburg files. An index to this was kept in another loose-leaf file, the entries being made in three columns headed "Class," "Sub-Class," and "Page or reference," this allowing for separate entries under general and special subjects, authors, etc. Votes of thanks to Mr. Tocher and Mr. Phillips concluded the meeting.

London Assistants.—The meeting of the Chemists' Assistants' Association at the Bonnington Hotel, Southampton Row, W.C., on January 15, was occupied with the dispensing-label writing competition, for the book-prize offered by Mr. W. Browne. The donor of the prize supplied the labels, and those selected for the test were for a mixture, ointment, and application. The object of the competition is to improve the artistic set-out of the wording on dispensing labels, as well as neatness in writing. In order to give all members a chance of competing, a decision will not be made until later in the session.

London N.—A meeting of the North London Pharmacists' Association was held on January 15 at St. Padarn's, Holloway. From a variety of causes the attendance was not so great as usual, nevertheless an intensely interesting discourse on *The Art of Writing Advertisements* was given by Mr. A. W. Bromley. He began by dealing with the general principles that differentiate good writing from bad, the points that must be borne in mind if one wishes to gain that magical quality of readability. Faults of style were pointed out, and the necessity of studying closely the position of every word. A simple-looking adjective, misplaced, may produce the ridicule that destroys at one blow the captivating quality of what might have been a good advertisement. Exaggerative terms are allowable if it is desired to get the bigness of things into the reader's mind, but these terms require careful handling. The speaker recommended reading aloud as a means of getting the sound right, as that is an important factor in the presentation to another's mind. The discussion was taken up by Messrs. Noble, Skinner, Wolff, and Hearle, and a vote of thanks was accorded to Mr. Bromley.

Newcastle.—A meeting of the Newcastle-upon-Tyne Pharmacists' Association was held on January 21 at the Hôtel Métropole, Clayton Street West. The President (Mr. Jas. Gibson) was in the chair, and there was a fair attendance. A letter of thanks was ordered to be sent to Messrs. Woodward for protecting the retail price of Woodward's Gripewater. Experiences in panel discussing work were related by the Chairman and Messrs. Dean, Wright, Williamson, Unwin, and Noble.

Royal Microscopical Society.—The annual meeting of this Society was held on Wednesday, January 21, at 20 Hanover Square, London. There was a large attendance of members, and the President (Professor G. Sims Woodhead, Cambridge) occupied the chair. The annual reports of the Secretary and Treasurer showed that the Society is in a flourishing condition. The total membership is now 529, and with an income of 1,096*l.* last year, which was 122*l.* in excess of the expenditure, the financial position is satisfactory. It was stated that a descriptive catalogue of the unique collection of microscopes in the possession of the Society is being prepared. An addition was made during the evening to that collection, Sir Frank Crisp having presented the Society with a copy of the original microscope made by Leeuwenhoek. The election of officers for the year then took place, Professor Sims Woodhead being re-elected President. Thereafter Professor Woodhead delivered his Presidential address, the subject of which was "The Microscope in Medicine."

Scarborough.—A meeting of the Scarborough and North Riding Association of Pharmacists was held at 94 Westborough, Scarborough, on January 15, Mr. G. H. Meadley (President) in the chair. The agenda for the Pharmaceutical Insurance Conference was discussed, and an amendment to the one standing in the name of this Association, "that



MR. T. W. ROBINSON, the new President, is a native of Hull. He is sixty-three years of age, and was apprenticed with Mr. Shaw, who had a business in Charles Street. After a year in London Mr. Robinson returned to Hull, and shortly afterwards started in business on his own account, subsequently acquiring the business of Myers & Saunders. Since then he has moved to the corner of Regent Street.

Mr. T. W. Robinson; Vice-Presidents, Messrs. Smith, Snowden, Robson, and Sell; Executive, Messrs. A. Richardson, Chapman, and Wharton; Hon. Secretary, Mr. Staning; Assistant Secretary, Mr. R. F. Jones. The retiring President was thanked for his services, and Mr. Staning also received a special vote of thanks.

London.—A joint meeting of members of the Association of London Pharmacists and of the Chemists' Assistants' Association was held at Dr. Williams' Library, Gordon Square,

the number of members on the Pharmaceutical General Committee be reduced to fifteen, this number being obtained by Scotland having no representation," received unanimous support. Arrangements were made for the whist-drive and dance on February 4, and the date of the annual dinner was fixed for Wednesday, February 18.

Torquay.—A quarterly meeting of the Torquay Pharmacists' Association was held at the Northcote Hall, Torquay, on January 8, the President (Mr. J. Taylor, J.P.) in the chair. It was reported that the Association had been unable to appoint a delegate to the January 21 conference, owing to the early hour at which it is to be held, and it was felt that it would be better to hold such meetings in the afternoon. Some questions of organisation were discussed, and a General Purposes Committee formed.

Warwickshire.—The annual meeting of the Warwickshire Pharmaceutical Association was held on January 14. Mr. H. Hutton (Leamington) was re-elected President; Mr. H. Lester (Nuneaton) re-elected Vice-President; Mr. G. F. Winfield, Treasurer; Mr. W. J. Price (Leamington) taking the place of Mr. J. R. Barrett (Leamington) as Hon. Secretary. The Treasurer's financial report was approved. Mr. Spencer (Stratford-on-Avon) and Mr. Lester (Nuneaton) were appointed to attend the London Insurance Conference.

West Bromwich.—At a meeting held on January 18 at Mr. Rex Allen's Pharmacy it was decided to form the West Bromwich Pharmaceutical Association. Mr. H. Osborne was elected Secretary.

Wolverhampton.—A meeting of the Wolverhampton Chemists' Association was held on January 14, Mr. H. Fellows (President) in the chair. There were sixteen other members present and Mr. H. Coleman (Hon. Secretary). The Secretary of the Technical Schools reported that the Association prizes for the best students in the chemistry and botany classes had been awarded to Miss E. Jones and Mr. R. Turner. Messrs. Cope, Kneale, Ross, Thomas, and White were proposed as members. Mr. W. H. Thompson read a paper on *Tuberculosis*. He referred to the great increase during the past two or three years in the use of this agent, and explained its manufacture and diagnostic significance. A vote of thanks was given to the lecturer.

FESTIVITIES.

Drama at Dartford.

At the Wellcome Club and Institute, Dartford, a very successful presentation of the farcical comedy, "The Private Secretary," was given by the members of the Wellcome Operatic and Dramatic Society, on Wednesday, January 14. The performance was repeated on the following Saturday.

Social Evening.

THE Chemists' Assistants of Paisley and district held their annual social and dance on Tuesday, January 13, in the Royal Oak Restaurant. The earlier part of the evening was devoted to a whist-drive. At the supper which followed Mr. Fraser presided. The attendance of eighty was composed of assistants, friends, wives, and sweethearts, and nearly all the employers in town were present. After supper the whist-prizes (given by Messrs. Lorimer & Moyes, Ltd., Munro, McLaren & Sutherland, and Mr. Fraser) were presented to the winners by Mrs. D. Croall. Dancing was then proceeded with, and was kept up till the early hours of Wednesday morning. The committee (Messrs. Hair, Scorgie, McEwan, Hunter, etc.) scored a success.

Chemical Society.

ON Thursday, January 15, the Chemical Society held the first of what is hoped to be a successful series of social meetings. It has been felt that there are not sufficient opportunities available for chemists to meet together in an informal manner and discuss among themselves any subjects they may be particularly interested in. With a view to filling this gap, a social evening was arranged in the Society's rooms, Burlington House, to which all the Fellows were invited. They were regaled with light refreshments, and the regulations were suspended with regard to smoking, the privilege being well appreciated. This being the inaugural meeting, there was very little in the way of exhibits. It is undoubtedly a good idea, and as it becomes better known will afford to the Fellows the chance of taking over problems untrammelled by the restrictions imposed by the more formal meetings, where only the paper being read can be discussed. Considering the insignificant announcement regarding the meeting which appeared in the Proceedings, the attendance was good, and augured well for the future meetings.

COMING EVENTS.

This section of the "C. & D." is reserved for advance notices of meetings or other events. These should be sent to the Editors by Wednesday of the week before the meetings, etc., occur.

Tuesday, January 27.

Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London, W.C., at 8 P.M. Mr. R. S. Wright, A.M.I.C.E., on "The Applications of Electricity in Medical Practice." Lecture I. on "The Medical Application of Low-tension Electric Currents."

West Bromwich Pharmaceutical Association, Mr. Beattie's house, at 9 P.M. Meeting.

Wednesday, January 28.

Cardiff Pharmaceutical Association, Angel Hotel, at 3 P.M. Annual meeting. At 6.30 P.M. Annual dinner. Tickets may be had from Mr. Fred Lea, Hon. Secretary, 28a Cowdray Road, Edinburgh Chemists', Assistants', and Apprentices' Association, 36 York Place, at 8.30 P.M. Mr. J. Tait on "Ordeal Poisons." Liverpool Chemists' Association, Royal Institution, Colquitt Street, at 8 P.M. Annual meeting and presidential address by Mr. Humphreys Jones, Ph.C.

Manchester Chemists' Assistants' Association, The University, at 8.30 P.M. Lantern lecture by Mr. D. Thoday, M.A., on "Field Botany," to which ladies are invited.

Midland Pharmaceutical Association, Grand Hotel, Birmingham, at 7.30 P.M. Musical and social evening.

Pharmaceutical Society of Great Britain, North British Branch, 36 York Place, Edinburgh, at 8 P.M. Mr. D. B. Dott on "Apomorphine Hydrochloride" and the "Estimation of Spirit of Nitrous Ether," and Mr. R. Glode Guyer on "Tincture of Digitalis."

Public Pharmacists' and Dispensers' Association, St. Bride Institute, Bride Lane, London, E.C., at 8 P.M. Annual meeting.

Southampton Pharmacists' Association, Bungalow Café, 157 Above Bar, at 8 P.M. Social evening. Tickets (2s. single, 3s. 6d. double) from Mr. F. B. Wride, 1 and 2 Strand, East Street.

Western Pharmacists' Association, Restaurant Frascati, Oxford Street, London, W., at 9 P.M. Meeting.

Thursday, January 29.

Cheltenham and Gloucester Pharmacists' Association, Plough Hotel, High Street, Cheltenham, at 9 P.M. Annual meeting.

Chemists' Assistants' Association, Bonnington Hotel, Southampton Row, London, W.C., at 9 P.M. Mr. F. Curry on "Tuberculin."

POISONING FATALITIES.

FIVE deaths consequent upon the effects of poisons have been reported upon since our last issue.

Barium Chloride.—Samuel Turner, Saddleworth, Doterross, Yorks, colour-mixer, took a quantity of barium chloride, thinking it was Epsom salts. A verdict of "Accidental death" was returned at the inquest.

Disinfectant.—Henrich Christopher Engel (69), builder, West Norwood, poisoned himself by taking an alkaline disinfectant solution such as lysol.

Morphine.—Ann Isabel Cole (53), widow of a mining engineer, Kegworth, died in a Manchester hotel from an accidental overdose of morphine.

Oxalic Acid.—At the resumed inquest at Fulham on Beatrice Agatha Geering (27), a domestic servant (C. & D., January 17, p. 60), the jury found a verdict of "Death by misadventure, owing to taking poison in mistake for Epsom salts."

Strychnine.—James Bernard Pearson (65), Commercial traveller, ended his life by taking this poison in Phoenix Park, Dublin.—Elizabeth Mellon, aged two, daughter of a miner at Saline, Fife, ate as sweets a number of pills containing strychnine, with fatal results.

Radium in the U.S.—According to "The Times," the House Committee of Mines of the United States Legislature on January 19 began an inquiry into the efficacy of radium as a cure for cancer. The action of the Committee is due to the introduction of a Bill, on the recommendation of the Secretary of the Interior, for the conservation by the Government of all radium-ore deposits as far as possible. It is stated that radium ores from the United States are at present mainly going to Europe for manufacture. The Bureau of Mines has recently announced that so far as is known less than 2 grams of the world's supply of 30 grams of radium is owned by the United States, which has shipped to Europe enough radium ore to produce 9 grams, and that the same thing happened last year. The first business of the Committee will be to investigate the claims of radium as a cure for cancer. It will investigate later the disposition of radium supplies in the United States. According to present information there are two companies in the United States who make radium, and one is stated to have a large contract for the delivery of radium to Europe.

The Follow-up System.

By F. A. Degen.

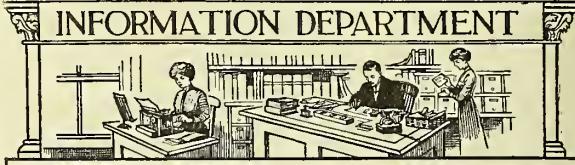
IT is difficult to believe, nevertheless true, that many shrewd retail chemists and druggists still pay insufficient attention to one of the most necessary features of advertising—i.e., the sending out of carefully prepared follow-up matter. As a rule wholesalers and manufacturers are different in this respect. They realise the importance of this department of their business and act accordingly. The reader of an advertisement does not always reply asking for the articles to be sent by return, he may simply inquire without ordering; then the follow-up matter must bring the desired result. It is here that the average advertiser comes to grief, for what usually happens is this: either one of the firm dashes off a hurried, ill-considered reply, or the letter is left to be dealt with by one of the ordinary clerks—which is a great mistake, for advertising will never bring the maximum result until the advertiser realises that the subject must be skilfully and carefully tended.

The Scouts' motto, "Be prepared," may be applied to follow-up matter. Before your newspaper advertisement goes to press, have ready all that is to succeed it. Be sure that the reply, whatever it may be, to those asking for further information is unusual in appearance, also attractive, else it will be cast aside unread. Be sure your statements are unexaggerated, else you lose your most valuable asset—public confidence. Be sure your arguments are conveyed convincingly, else all your expense and trouble are in vain; but above all be careful about your letters. It is often questioned if form-letters are effective. I say "Aye," but with a reservation. Well-worded, carefully thought-out form-letters are invaluable to the busy business man, but they must be used with discretion, because they do not always fit the inquiry when copied verbatim. They can be adapted, however. The right kinds of form-letter contain all the points that must be rubbed into the mind of the prospective buyer, and by adapting them to the individual the essential points are kept in sight, while a certain uniformity or individuality of style is preserved.

The first reply to an inquirer does not always bring the order—a fact which may be accounted for in many ways, some of them due to the advertiser, some of them to the prospective buyer. In any case the obvious thing is to write again. In planning a follow-up system, avoid monotony, vary your mediums, use booklets, folders, cards, letters. It is annoying to receive a letter every month from the same firm. They soon cease to interest their recipient. Interest once lost, it is like stoking a fire with dead ashes. Another important point is that the advertiser must make it easy for the recipient to order. Procrastination is the advertiser's deadliest foe. The fact that a pencil or paper or address is not at hand when the impulse seizes the prospective buyer to order accounts for many lost sales; hence the increasing use of the order-form, the return card, and dozens of devices of this kind employed by shrewd advertising firms. It would seem almost unnecessary to warn advertisers to be systematic, yet many are neglectful in this particular.

STETHOSCOPE.—Dr. Joseph H. Barach ("Journal of the American Medical Association") suggests that a better name for the stethoscope would be stethophone. The suffix "phone" means sound or voice, whereas "scope" implies inspection.

TWAS EVER THUS.—The "Journal of the American Medical Association" complains that "there has long been a tendency in the United States on the part of writers of scientific articles to quote largely from the work of foreign investigators, giving them due credit, and to forget to quote and give credit for as good or even better work done in this country. Our loyalty to ourselves should counteract this tendency. Many an article, valuable and well written, has a long list of quotations from workers abroad, though often a very small list of references to those at home. In fact, it almost seems at times as though the work done by our own men was deliberately overlooked."



Postal Address:

C. & D. INFORMATION DEPARTMENT, 42 Cannon Street, London, E.C.

Telegraphic Address: "CHEMUS CANNON LONDON" (two words).

Telephone Number: BANK 852 (two lines).

INFORMATION WANTED.

Postal or telephone information as to the names and addresses of the agents for or makers of the undermentioned articles is solicited. Please address as above.

91/65. "Borozon" tooth-paste.
 91/59. Spencer's asthma-cure.
 91/60. "Royal Brun" perfume (made in Cannes).
 94/8. "Quinesse," a combination of quinine and acetyl-salicylic acid in tablet form.
 93/4. "Prisma" yellow toilet glove: London supply.
 93/3. "Homogan" paraffin alb.
 92/66. "Neigeline" (Edward Aspinall, Ltd.).
 83/25. Packers of "Vaseline Sterilisée Pure" (in collapsible tubes) marked "Produits hygiéniques et antiseptiques du 'Scarabée d'Or.' S. R. F. C., Paris."
 95/55. Lyons' essence of ginger.
 97/32. "Velvey" bandages (2 in.).
 97/31. Dr. Scott's "Simplex Pills."
 97/310. "Pumpklean" (made by Sanoline Co.): address.

INFORMATION SUPPLIED.

Inquiries in regard to the following articles have been answered. The information will be given to others who send a stamped and addressed envelope for it to the above address.

Alboline, 94/4
 Borofax, 91/66
 Carlsson's Swedish pine-oil, 92/65
 Caxine, 95/170
 Court plaster (British makers), 96/18
 Cupro-hæmol, 96/57
 Elvin's pills, 9/32
 "First-Aid" outfits, 95/57
 Gonal capsules, 95/54
 Hay's "Hair Health," 91/56
 "Holly" court plaster, 92/9
 Hot-air douches, 90/11
 Itrol, 91/49
 Lady Decies' "No Germo," 91/43
 Locock's pulmenic wafers, 85/61
 "Lustralino" hair-dressing (Grant et Cie.), 94/71
 Matchwood boxes (to specification), 91/20
 Medol, 89/60
 Moffatt's oils, 91/48
 Oil soluble yellow, 93/38
 Ozonised snuff, 93/200
 Papier savon (in booklets), 96/17
 Palerium, 95/17
 "Perolin" spray, 93/34
 Petrole Hahn, 92/64
 Petalias extract, 92/28
 Pino, cresol vaporiser, 95/56
 Poehl's Spermin-essence, 92/28
 "Prisma," 93/4
 Pleated paper bottle caps (in million quantities), 94/5
 Ratinol, 85/55
 "Record" hypodermic syringe, 96/61
 "Red Seal" suspensory bandages, 97/32
 Soda fountains (for New Zealand), 69/69
 "Splendide" vacuum flask, 86/37
 Sumner's herbs, 88/47
 Titanium Konapro, 93/2
 Trade-mark registration, 94/41
 Trixdin, 82/42
 Vacuum flask, makers, 92/74
 Wade's liquid ice, 75/66
 Zerooma, 94/46
 Zylonite combs

AN ILLUSTRATED ACCOUNT is given in the "Perfumery Record" of the cultivation, collection, and distillation of *Eucalyptus polybractea* at Whirrakee, near Bendigo, Victoria, where the Hardinge-Smith Co-operation, Ltd., have 2,500 acres of this "silver-leaf mallee" under cultivation. The article is particularly interesting as showing the difficulties which have been overcome. The oil is of excellent quality, and there has been a progressive improvement in the cineol-content since 1896.

The annual whist-drive and dance, organised by the headquarters staff of Needhams, Ltd., Healey House, Huddersfield, was held at Robinson's Café on January 14. The company, consisting of employés and their friends, numbered about eighty. Six prizes were awarded, and during the supper interval these were presented by Mr. Thomas. Dancing occupied the latter part of the proceedings, and was continued until about 2 A.M. Mr. Bolt filled the position of M.C., and the arrangements were carried out by Mr. S. Sutcliffe.

OBSERVATIONS AND REFLECTIONS.

By Xrayser II.

The Insured Person

appears to be getting restive (at least in Manchester) with regard to the non-supply of proprietaries under the Insurance Act, and wants to know "where he comes in." There is no reference here to chemical products of proprietary origin such as are allowed in German insurance dispensing, for of these the public, perhaps fortunately, know little or nothing as yet, but "Forrester" sighs for his favourite cough elixir and won't be happy till he gets it, shies at pills of "anybody's make," and will not be fobbed off with anonymous tablets. Having no skill myself in the graphic arts I recommend this complainant to Mr. Granville Shaw as a capital subject for his next cartoon. Let him be depicted as being ground to the subtlest of powders between the upper and nether millstones, the doctor and the pharmacist, the Medical Committee directing the operation. Possibly even Mr. Shaw's brilliant imagination might fail, unassisted, to "rise to the height of this great argument" in face of those five millions of pounds already spent on medical benefit, but with the shade of Shakespeare to help him as before he might produce something not altogether unworthy of the situation.

The Prescribing of Proprietaries

would present no difficulties to any of the parties concerned were it approached in the spirit of your sane and helpful editorial article on this subject, and by the statesmanlike method adopted by the Lancashire Pharmaceutical Committee. There must be long-headed men on that body, men who have the courage to face a difficult situation and to solve the difficulty in what may seem at first an unpopular manner. To place all proprietaries on an index expurgatorius, so to speak, has proved unworkable; to permit the free prescription of all would be equally unwise, and if a way is to be found out of the *impasse* obviously the proper thing to do is to make a beginning by a selection of reputable proprietaries and to specify the prices to be charged for them. I congratulate the Lancashire Committee on having taken this step, which I expect will soon be followed by other committees throughout the country.

Five Million Pounds a Year

for Medical Benefit will work out to a round sum of something like a million a year to pharmacy, or say an average of 100*l.* per annum to each of the 10,000 pharmacists, more or less, who have accepted service under the Insurance Act. A bare statement of fact such as this is more eloquent than reams of argument, for it is incontrovertible that to very many, probably the majority, of the ten thousand the bulk of their insurance dispensing is new business, in the getting of which they have also got increased returns in other directions. To a few pharmacists, on the other hand, as for example our Scotch friends, who have always been dispensers, the change may not have been so welcome, but even in Edinburgh, if your correspondent is not an exception, there is room for an optimistic outlook. It will be interesting to read reports from other districts, country towns for example, where the conditions are not so favourable as in the large cities, but I am convinced that even in these the accession of new

business will be such as to compensate for any loss of profit on dispensing. I look forward to the issue of a few chemists' balance-sheets for 1913 with not a little interest, for I anticipate that, taken over all, your Edinburgh correspondent's experience will be the rule.

The Conference

will have finished when this note appears, and probably the composition of the Executive Committee will have been determined. In any case, we shall, I do not doubt, have seen the Pharmaceutical Council climb down from its monstrous demand of nine seats out of sixteen. I am glad, however, that the demand was made, since it has called forth an almost unanimous declaration from the trade that the day of dictation is ended and that of democratic government begun. This is another result of the Insurance Act—it has awakened us into corporate action as nothing in the past has ever done. While pharmaceutical politics consisted mainly in the discussion of academic questions and the conditions of entrance into the trade, we who were already in it took but little—too little—interest in them. We had grown accustomed to the high hand while nothing mattered much, and were content to temper its despotism by a little grumbling.

Who'd expect to see a tater
All on end at bein' biled?

Of course, the Council was nominally a representative body, but we had little or no incentive to make it really representative. We are coming to life now; our interests are too deeply involved to allow us to remain quiescent any longer. There is scarcely a pharmacist in the country who is not daily made to feel the necessity of having an effective voice in the settlement of questions which affect him so nearly, and the fact that all are affected alike gives each individual voice the force of a thousand. We are finding ourselves, and finding ourselves we find also the body to which we belong. I venture to prophesy that a few years will see a radical change in the government of the Society.

The Rexall Proposition,

as an American might call it, looks as if it had come to stay. I have read the advertisement in your last issue, and I am rather dubious of the accuracy of the statement that a Rexall pharmacy is to be found in the main street of "nearly every village, town, and city of Great Britain," but we must allow for some exuberance in the imaginative faculty of the writer of the advertisement. What strikes me most forcibly is that Rexall has recognised the supreme virtue as a business-getter of printers' ink.

"Ardent Water" (Aqua Ardens)

is, of course, as you tell "J. A. B.," equivalent in general usage to "ardent spirit"; it is, indeed, the older term of the two, dating from about 1300 A.D., and Ripley the alchemist, when distinguishing between acids and spirits, calls them respectively "Waters corrosive and waters ardent." The adjective has, however, changed its meaning in the course of time; originally it meant inflammable, but now fiery to the taste. Nor has Ripley's distinction been always observed by chemical writers; one instance, at least, to the contrary is quoted by Sir James Murray from G. Smith's "Laboratory" (1799): "An Ardent Water to engrave Steel deeply. . . . Take a sponge dipt into ardent water." This was evidently some corrosive acid, and though it can hardly have been what your correspondent is in search of the fact that the term was so used is interesting.

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Editorial Articles.

A Pharmaceutical Parliament.

THIS we consider to be a correct description of the conference of chemists' representatives held in London on Wednesday, January 21, under the auspices of the Pharmaceutical Council. Like the House of Commons the meeting was fully representative of panel chemists in England and Wales; they came to the meeting with a mandate of some kind or other from their constituents; the proceedings were conducted in a parliamentary manner, everything being done to determine fairly the opinion of the assembly on questions of principle, by putting them to the vote, and, although a limit had to be put upon speeches, we saw no instance of unnecessary suppression or any attempt to burke discussion. The business submitted was voluminous, notice of forty-eight motions having been given, and these, as circulated to the delegates, seemed to forbode a prolonged session and a possible tangle; but the officers of the Society had dissected the motions well, and arranged the sections on the day's agenda in House of Commons fashion, so that proposals affecting any particular passage of the basic scheme were brought together, and were discussed and voted upon as Committees of the House discuss and vote upon amendments to any clause of a Bill in Parliament. Mr. White, the Chairman, played the part admirably, and as soon as the conference appreciated the fact that they were a Pharmaceutical Parliament sitting as a Committee of the whole House, so to speak, upon proposals vital to the future interests of their constituents, they co-operated with the Chair in keeping to the point when speaking, in voting straight for decisions, and in getting the business done without delay. The whole of the agenda was in consequence cleared in four hours and a half. We cannot recall any pharmaceutical meeting held in London during the past quarter of a century at which the business was at all comparable in importance and intricacy, and which went through so expeditiously or smoothly. For this we have to thank the earnestness of the delegates and their co-operation with those who arranged the meeting, to whom primarily the thanks are due. Until the officials

have had time to incorporate the amendments with the basic scheme so as to form a written constitution of pharmaceutical organisation for Insurance Act purposes, we indicate generally what the new Constitution is. It starts with Local Pharmaceutical Associations, composed as the constitution of each may state, also including panel chemists and qualified chemists representing firms and corporate bodies on the dispensing panel. Substantially, therefore, we shall have Local Associations as they exist at present, but the conference decided that the Associations' areas should be co-terminous with the areas of the local Insurance Committees'. The Pharmaceutical Insurance Committees of these Associations will appoint delegates to attend conferences such as this week's one, but whether these will be annual or more frequent is a matter to be determined by experience. The principal functions of the delegates in conference assembled will be to discuss and decide the main principles for the guidance of a Pharmaceutical General Committee on Insurance, to be constituted as follows :

The President and Secretary of the Pharmaceutical Society	2
Six members of the Pharmaceutical Council to be appointed by the Council	6
Seven panel chemists (including one representing Wales) to be elected by the delegates	7
Two persons appointed by corporate bodies	2

Total number of members 17

Scotland does not desire representation on the Committee, other means of co-operation upon subjects of mutual interest being in view. The inclusion of Wales in the Committee, and fixing its representation, establishes the territorial principle of representation, which principle the conference endorsed; but the six English members of the first General Committee are to be elected by ballot without respect to their locality. The General Committee when constituted will by instruction of the Committee formulate a scheme of territorial representation. Further than this it is not necessary to go at present. Obviously a direct representation of six members from the whole of England gives little scope for the territorial idea, and the first voting can give none unless there be concerted action amongst the delegates in specific areas. Wales is fortunate in getting one, for London cannot ensure that it will get any, nor can Lancashire, Yorkshire and the northern counties, the Midlands, the South, or the South-West. We name these six at haphazard to illustrate the point rather than the actual need. It may be that the Council in its appointment of six of its members will not neglect the territorial idea—e.g., London representation is ensured by the presence on the Committee of the President and Secretary of the Society, so that the six to be chosen might be provincial men. Experience and continuity are, however, factors in the selection, and these rather than territorial considerations will be paramount on this occasion.

Public Health.

THE report of Sir Arthur Newsholme, the medical officer to the Local Government Board, has been published as a supplement to the forty-second annual report of the Board. It is a document of 400 pages, and within its covers deals with many of the features characterising the public health in England and Wales during 1912, and reviews the work carried out under the general direction of the medical officer. It begins with the comforting statement that the mortality from all causes and from

special diseases shows a distinct decline. Comparing the experience of 1912 with the average experience of 1891-1900, the rate of infant mortality has declined 38 per cent., the death-rate from measles 16 per cent., from scarlet fever 66 per cent., from whooping-cough 40 per cent., from diphtheria and croup 57 per cent., from enteric fever 75 per cent., from tuberculosis (all forms) 32 per cent., and from pulmonary tuberculosis 25 per cent. The death-rate from all causes has declined 27 per cent. between 1881-1900 and 1912; in the last-named year the death-rate was the lowest on record—13.3 per 1,000. The point about these records is that public health administration is intimately related to accurate vital statistics. Many incidental matters are then dealt with, the first being a report on the pathological means for diagnosing disease. As a rule, the official laboratories provide only for aid in the diagnosis of enteric fever, diphtheria, and tuberculosis; there is a large deficiency in the provision made even in regard to these diseases, and in a number of counties practitioners are left without any official help. The pathological work done in many hospitals covers a wide field, and is commended. The infectious-disease statistics are subjected to a variety of arithmetical processes, with a view of showing the true nature of the returns; the towns showing the highest and lowest rates of various diseases are mentioned. Interesting light is given here and there as to sources of infection, the question of "carriers" being duly referred to. It is a question, for instance, whether it would not be cheaper for public authorities to pension "carriers" of enteric fever. This has been done, it appears, in a case at Manchester, the payment enabling the "carrier"—a woman—to dispense with the keeping of lodgers, to whom presumably enteric fever had been communicated. The mortality from smallpox in 1912 was nine, there being 121 cases notified; this is the smallest on record. Tuberculosis occupies a comparatively large place in the report, maps and diagrams being given to bring home the facts. The work done through the National Insurance Act shows eloquently the advantage which the "sanatorium benefit" must be to the community when it has been in operation for a few years. A number of appendices report on special investigations, which in the case of plague, cholera, and yellow fever cover the whole Empire. The Medical Department is called upon to advise on numerous technical questions involved in the proposals of local authorities to make by-laws and regulations requiring the approval of the Local Government Board. The question of "offensive" trades is one of these matters. Dr. Cope-man reported on indiarubber manufacture and recovery, which under certain conditions are liable to give off objectionable effluvia. As the alkali process for the recovery of rubber is now mainly carried out, the objectionable features of the old processes are less in evidence. Another lurid report is by Dr. Macewen on maggot-breeding. It appears that in the West Riding the breeding of maggots for the use of fishers is carried on as a business. Dr. Macewen's visit to a maggot-farm is picturesque, to say the least. Referring to a visit to a chamber where breeding was in full swing, he states: "It would be quite impossible to convey by words any adequate idea of the character of the atmosphere within. Strong, pungent, and loathsome are mild terms to apply to it. The eyes began to smart and water, and one felt for a moment or two as though breathing were out of the question, while clouds of bluebottle flies filled the air. It was with thankfulness that one got into the open air again, and the ordinary smells of the knacker's yard

seemed tolerable compared to the stench in the maggot-breeding hut." The stench, it is comforting to know, "does not travel far." It is suggested that as the industry has been financially successful other "maggotoria" will be established; hence the necessity for framing a set of by-laws to meet the case.

Hopf and Hopeine.

THE man Hopf who has been sentenced to death at Frankfort-on-Main for poisoning his first wife and two children would not, in ordinary circumstances, intrude in these columns were it not that he is believed to have been the perpetrator of an astounding fake discovery which excited the pharmaceutical and medical worlds in 1885 and 1886, viz., the announcement of the isolation from hops, especially American wild hops, of a narcotic alkaloid called hopeine. A concise narration of the facts may be a useful lesson to the present generation, since from the beginning of man "the present generation" has always been wiser than those who have gone before, but never when they have forgotten how their fathers were "sold." The first announcement regarding hopeine was published in the "Pharmaceutische Zeitung" of August 25, 1885. The substance was stated to be an alkaloid in brilliant white needles or crystalline powder, American hops yielding 0.15 per cent. of it, English hops 0.05 per cent., and German hops a mere trace. Its discovery was attributed to Dr. W. Williamson and Mr. Springmühl, and at the beginning of 1886 it was put on the market by the Concentrated Produce Co., 10 Camomile Street, London, E.C. It was described in the *C. & D.* at the time thus :

"Pure hopeine appears in brilliant white needles about 1 cm. long, or as a crystalline white powder . . . having a characteristic smell of hops; it is scarcely soluble in water (according to one authority 800 parts of water at 15° C. are required for its solution), but it dissolves in 50 parts of alcohol at 15° C., communicating to the solution an intensely bitter taste. . . .

"The manufacture of hopeine is still in its infancy, and of a difficult and expensive nature, 1,000 to 2,000 lb. of hops yielding only 1 lb. of hopeine, and until progress has been made in the direction of simplification the price of the alkaloid is not likely to be sensibly reduced."

Within a fortnight after publication of the article from which we quote Dr. Dujardin-Beaumetz brought the subject before the Academy of Medicine in Paris, stating that samples obtained from London had been examined by MM. Adrian, Bardet, and Petit, all of whom found it to be identical with morphine. This was confirmed here by Messrs. Wigner and Harland, two well-known analytical chemists, but simultaneously we received for publication an article in German signed by G. V. Weissenfeld, M.D., Ph.D., pointing out differences between hopeine and morphine, the chief distinction being that hopeine melts under 100° C. and morphine over 120° C. At the same time Dr. B. H. Paul, then editor of the "Pharmaceutical Journal," pointed out differences and resemblances between hopeine and morphine. At the evening meeting of the Pharmaceutical Society in April he definitely stated that hopeine consisted in the greater part of morphine, the rest being cocaine, and he concluded his paper by saying :

"We can understand well enough quack nostrums being put before the public with wonderful accounts of their virtues. It is intelligible that a new narcotic preparation of that kind might be introduced under a fancy name and at a high price; but the attempt to introduce upon a pseudo-scientific basis an article that is only a mixture of two well-known substances is, I may say, a piece of foolish impudence that almost passes belief."

Up to this point the interest in hopeine was phenomenal. Other great names than those we have mentioned were associated with it, and the probability of hops yielding to man something different from beer was freely discussed. There was no more frequented pharmaceutical establishment in London than 10 Camomile Street, E.C., where a young German was in charge, and his name, Hopf, seems to have given the name to the wonderful alkaloid. Since his disappearance and the closing of the Concentrated Produce Co.'s office on the day that Dr. Paul's paper was read he has been no more heard of in England, nor has there been anything else quite like hopeine. Yet Dr. Paul's concluding remarks are as pertinent to-day as they were twenty-eight years ago.

Poor-law Medicines.

A GOOD OPPORTUNITY of bringing home to Boards of Guardians the fact that they do not make sufficient use of local pharmacists was provided at the meeting of the Runcorn Guardians on January 13. Several residents asked the Board to arrange for a dépôt at Stockton Heath, where the medical officer could send medicine for Poor-law patients in that village. The request had been made previously, but the Guardians again decided against the proposal. It appears that at present the medicine is sent by carrier, but it is sometimes three days late. It was stated that if some definite arrangement was made, the patients were willing to pay twopence per bottle if only they could get their medicines promptly. The best way out of the difficulty was apparently not raised. Is there no chemist handy to undertake the work of dispensing the medical officer's prescriptions at Insurance rates? The Local Government Board is anxious to end the antiquated arrangement by which the medical officer is responsible for the medicines of Poor-law patients, and the above instance is one in which the claims of local chemists to dispense for these could be most opportunely brought forward.

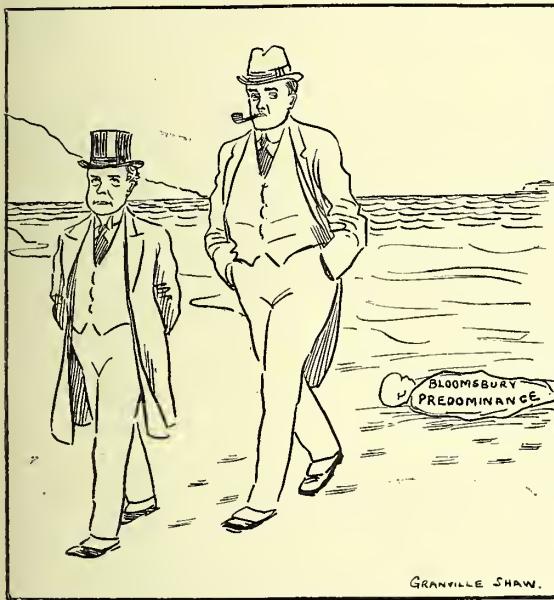
The Dutch Pharmacopoeia.

THE Committee for the revision of the Dutch Pharmacopoeia have issued a draft of a second supplement to the fourth edition of that work. The publication of the draft in the "Pharmaceutisch Weekblad" is an innovation, and is due to the rather severe criticisms which were passed by Professor Dr. N. Schoorl and Professor P. van der Wielen upon the fourth edition. This time Dutch pharmacists are given the opportunity of criticism before the supplement is adopted. The following articles are added : Argentum colloidae, argentum proteinicum, gallas oxyiodeto-bismuthicus, glandulae thyroideae ovis (which should contain at least 0.5 per cent. of iodine), glycerophosphas calcicu, glycerophosphas naticu, herba adonis vernalis, hydrochloras ethylmorphini (dioninum), hydrochloras p-aminobenzoyl-diethylaminoethanol (novocainum), hydrochloras tropacocaini, oleum chaulmogra, and pasta zinci (zinc oxide 25, amyum tritici 25, vaselin. alb. 50). The principal alterations concern cinchona-bark and the extracts made of it. The mode of preparation of extr. cinchona liquidum has been changed. Though the quantity of diluted hydrochloric acid used for the preparation is a rather small one (only 10 g. N/4 acid for 100 g. of the powder), it has not been changed, but instead of macerating the cinchona-powder with a liquid which contains the whole of the hydrochloric acid, only one-tenth of it is used for the maceration and the remainder for the percolation, in order to get a better exhaustion. Many difficulties have already arisen as to the determination of the proportion of alkaloids in the cinchona-bark and its preparations. In the fourth edition of the Pharmacopoeia the weighing method was substituted by a volumetric estimation, in which haematoxylin was used as indicator. This method has proved to be unsatisfactory, but instead of returning to the weighing method the Committee has introduced another indicator, methyl-red. The other alterations concern less important details.

Insurance Act Dispensing.

A Weekly Record of events and decisions concerning Chemists' interests in Medical Benefit administration and practice.

A Conference Cartoon.



THE DESERTION.

[To be sung with emotion.]

Just a month ago it happened, and the precious darling's birth
Caused a pean to th' empyrean to soar,
For we coddled It so tenderly, while Blumsb'y sang It's worth;
And now they've left It crying on the shore—

Lying—lying—lying on the pebbles,
Sobbing as it never sobbed before;
Crying—crying—crying like the rebels,
Who are crying out against us evermore.

An infant bright and promising, lusty, loud, and strong;
"Now with This," the parents fondly said, "we'll seore",
But the Family wouldn't have It, and before so very long,
They left the precious offspring on the shore—

Sighing—sighing—sighing to the seagulls
In a manner It had never done before;
Dying—dying—dying (like the eagles
In their eyries)—on the eerie, open shore.

Medical View of the Drug Bill.

"THE LANCET" has for some time past been publishing reports from a special commissioner in regard to medical practice under the National Insurance Act. Bristol was dealt with in the issue for January 17, the commissioner stating that a good deal of thought and attention have been devoted in that city to the "Drug Bill." It was calculated that the total charge on the Drug Fund for each prescription form should not exceed 5*sd.*, but in July the average cost was working out at 8*sd.*, so that an inquiry was instituted, and "good work was at once done in pruning the prescriptions." It was then found out that panel practitioners failed to appreciate the difference in price between infusions and tinctures, and that, though a much larger quantity of an infusion must be given to obtain the same amount of active agent, it may nevertheless be much cheaper. It was pointed out that two drachms of a tincture is charged less than one and a half drachm, owing to the latter being priced at the drachm rate. It was suggested that economies could be realized in reducing the quantities of flavouring ingredients. The following was quoted to the commis-

sioner as an example as to how the cost of a prescription could be reduced:

	s. d.		s. d.
Sod. bicarb. 5 <i>ijj.</i>	0 0 <i>½</i>	Sod. bicarb. 5 <i>ijj.</i>	0 0 <i>½</i>
Tr. nuc. vom. 5 <i>iss.</i>	0 1 <i>½</i>	Tr. nuc. vom. 5 <i>j.</i>	0 1
Tr. rhei eo. 5 <i>j.</i>	0 4	Inf. rhei eo. 5 <i>ijj.</i>	0 0 <i>½</i>
Tr. gent. co. 5 <i>ijj.</i>	0 8	Sp. chlorof. 5 <i>j.</i>	0 1
Aq. chlorof. ad 5 <i>vijj.</i>	0 0 <i>½</i>	Inf. gent. co. ad 5 <i>vijj.</i>	0 1
Dispensing-fee	0 2	Dispensing-fee	0 2
	1 4 <i>½</i>		0 6

Dose in each case 5*ss.*

This is of interest as showing that medical men have begun to practise those economies for which the floating sixpence was instituted as the reward. The first Tariff was drawn up with the view of eliminating, as far as possible, unnecessary spirituous galenicals. Panel doctors at the commencement of Medical Benefit did not appreciate the attempt to conserve the Drug and Suspense Funds, but desired extension of the list of drugs. Now they are beginning to practise what the chemist preached with the fear of discounting before him.

Dispensing Statistics from Scotland.

The manager of a business in a leading city in Scotland sends us the following figures for the first year's Insurance dispensing, and the effect on the ordinary dispensing: Number of ordinary prescriptions dispensed in twelve months ending January 11, 1914, 50,167, or 748 prescriptions less than the previous year, representing a loss of 2*9l. 0s. 7d.* To counterbalance this deficit is the profit from 9,268 National Health Insurance prescriptions, value 381*l. 10s. 3d.* (average cost 9.8*d.* per prescription). The sale of "own" proprietaries does not seem to have been affected to any appreciable extent by the past year of medical benefit.

Notes.

MR. J. F. HOGG, of Messrs. Williamson & Hogg, chemists, of North Shields, has been appointed Chairman of the Sanatorium Benefit Sub-Committee of the Tynemouth Insurance Committee.

THE MOUNT VERNON HOSPITAL, Hampstead, has been acquired by the Medical Research Committee formed under the National Insurance Acts, and the latter will enter into possession on Lady Day, 1914. The hospital stands on high ground on a site of over 2*½* acres, and accommodates about 120 tuberculous patients. A nurses' home and a new pathological laboratory are attached. The London Insurance Committee had suggested that the London County Council acquire the hospital to provide permanent accommodation for tuberculous persons.

ARREARS AND REDUCED BENEFITS.—A meeting of the Advisory Committees of England, Wales, Scotland, and Ireland was held in the Examination Hall of the Royal College of Surgeons, Victoria Embankment, London, when draft regulations were unanimously approved fixing the penalties for arrears of contributions. The method of crediting "Reserve Contributions" and for calculating "Penalty Arrears" is substantially as follows: In June the gross arrears of each member for the contribution year is calculated, allowing for weeks of sickness. Each member is then credited on the contribution register with three reserve contributions for a completed year (or proportionate number in the case of persons insured for less than a year), to which are added those brought forward from the previous year. If found to be in arrears after these credits have been made, and any arrears paid off during the year being allowed for, the member will be sent an arrears card showing his position, and if he pays off any arrears before October 1 they will be accredited to him on surrendering his arrears card. His position for the twelve months beginning November 1 will then be determined, any balance in his favour being carried forward and any arrears balance being his "penalty arrears" for the succeeding benefit year. The deduction in benefits are 7*d.* a week (6*d.* in the case of women) for each penalty arrear in sickness benefit when the penalty arrears do not exceed sixteen; suspension from sickness benefit for six weeks when the penalty arrears exceed sixteen, but not twenty; suspension from all sickness and disablement benefits when the penalty arrears exceed twenty, but not twenty-six; and suspension from all benefits when the penalty arrears exceed twenty-six. It will be noticed that medical and sanatorium benefits are not affected until the penalty arrears amount to more than twenty-six.

Reports from Local Centres.

With special reference to the supply of medicines and appliances. See also Winter Session.

Aberdeenshire.—At the meeting of the County Insurance Committee on January 16 the Medical Benefit Sub-Committee reported that the Pharmaceutical Committee had advised the chemists on the panel to renew their agreements on the present terms, subject to the arrangements made between the Commissioners and the Pharmaceutical Standing Committee, and to the proviso that the agreements would allow for a break at the end of the first and second quarters at one month's written notice. Major Reilach, who presented the report, said that in future doctors in rural areas must consult the Pharmaceutical Committee as to dispensing. That Committee objected to payment of doctors for drugs at 2s. per head. The Sub-Committee admitted that chemists had not been treated as they deserved, but he thought that after a time they would receive as good treatment as the doctors. Reference was also made as to dispensing in Lumsden village, where there is no chemist, the Clerk explaining that the local doctor would not dispense medicines. Dr. Rorie (Cults) explained that the main reason for the doctors' protest against the agreement was that what was submitted to them was a stereotyped ultimatum. It was not only a stereotyped ultimatum. He did not think they had any power to insist upon a doctor dispensing, because everything was being done by the Commissioners to make such a thing as difficult as possible. The report was adopted.

Aldershot—The local chemists, through Mr. H. L. Allen, informed the Insurance Committee that, owing to the small number of prescriptions dispensed after the usual hours of business, it had been decided that the present extra services should be discontinued from January 19, and the following substituted: Wednesdays (early closing day), Sundays, and all Bank holidays, 8 P.M. to 9 P.M. Mr. Allen explained that chemists will be available at any time.

Argyllshire.—At the meeting of the Insurance Committee in Glasgow on Wednesday, January 14, some discussion arose over the application by two Campbeltown doctors to continue dispensing to patients over one mile from the nearest chemist, which was objected to by the Campbeltown chemists. A motion was proposed to continue the arrangements, and an amendment that distance be restricted to three miles. The amendment was carried. It was also decided to discontinue the capitation method of payment for medicines, and the doctors will be paid on the same basis as chemists.—At a meeting of the county panel chemists, held in the Insurance Commissioners' Chambers in Glasgow on January 14, the following pharmacists were elected the Pharmaceutical Committee: Messrs. Joseph Donald (Campbeltown), William John Jack (Lochgilphead), Samuel Lawrence (Oban), A. D. Robertson (Oban), D. M. Skinner (Oban), J. M. Stevenson (Ardrishaig), and G. R. Thomson (Campbeltown). The Committee will meet at Tarbert, Loch Fyne, on January 28, for the election of a Chairman and Secretary.

Birmingham.—The "Birmingham Post" of January 15 gave a review of the year's working of Medical Benefit in this locality. The area contains 320,000 insured persons, of whom 263,416 have chosen their doctors from the 272 on the panel. The average is 968 per panel practitioner. One doctor has 4,164 insured persons on his books, twelve others over 3,000, twenty-eight between 2,000 and 3,000, and 122 between 1,000 and 2,000. The average amount per doctor paid by the Insurance Committee is about 330*l.* for the year. The paragraph relating to the "Drug Service" deals chiefly with discounting of bills and the satisfactory manner in which panel chemists (154, afterwards reduced to 149) have done their work. A writer in the last issue of the "Midland Medical Journal" discusses the possibility of panel doctors securing the "floating sixpence for themselves." He states that it is understood that the loss of this is due to the "extravagant prescribing of a handful of men." Several methods have been suggested for securing the sixpence during the second year. It has been suggested that the chemists' schedule is drafted upon too generous lines, or that every man should specify "aqua fontana" when "aqua destillata" is not absolutely needed; but, he adds, "it is not believed that either of these are really necessary. If a sensible discretion is exercised in the way mixtures are prescribed, avoiding expensive and often unnecessary specialities, and if there is a little less lavish ordering of dressings, there is no possible doubt that we can obtain this extra remuneration to which we have every right."

Blackburn.—At the Insurance Committee's quarterly meeting last week a panel doctor wrote asking for permission to dispense his own homoeopathic prescriptions. The local Medical and Pharmaceutical Committees opposed on the ground that the whole question of doctors being allowed

to dispense their own medicines would be reopened, and that it had not been proved that local chemists were unable to dispense homoeopathic prescriptions. The application was refused.

Brighton.—The initial meeting of the local statutory Pharmaceutical Committee was held at the offices of the Insurance Committee on January 13. All the members were present. Mr. C. G. Yates was appointed Chairman, and Mr. C. S. Ashton Secretary; these two, with Mr. J. R. Gwatkin, were elected to serve on the Pharmaceutical Service Sub-Committee. It was decided to affix the following "instructions" to the front page of the new Drug Tariff:

INSTRUCTIONS FOR PRESCRIBERS AND DISPENSERS.

Appliances.—No appliances other than those specified in the Second Schedule to the Medical Benefit Regulations, 1913, and included in the Tariff, may be supplied except at the cost of the patient. Patients must therefore pay for Trusses, Belts, Elastic Hosiery, Suspenders, Enemas, Douches, Syringes, Sprays, Brushes, Gauze, Capsicum, Wool, Jaconet, Soaps, etc.

Dietetic Preparations.—Not be supplied. Patients must therefore pay for Meat Essences, Extracts, Jellies, etc., as well as for all kinds of Invalid Foods, whether medicated or not. Digestive agents, however, such as Peptonising Powders, may be supplied.

Disinfectants.—Proprietary or otherwise, may not be supplied, except when prescribed as Lotions, Injections, Gargles, etc.

Mustard Leaves, Linseed Meal, and antiseptic poultices.—May be supplied.

Rubber Adhesive Plaster.—Of any width and length may be supplied.

Sera and Vaccines.—May not be supplied.

Splints, Bandages, and Gauzes.—See "Special Note," page 20 [of the Tariff].

Wines and Spirits.—Medicated or non-medicated, may not be supplied.

Proprietaries and Specialities.—Should be prescribed only in the absence of articles of a similar character for which there are recognised formulae in the Pharmacopoeia or other work of reference. The Tariff contains Cod-liver Oil Emulsion, Petroleum Emulsion, Malt Extract, Malt and Oil, Liquid Paraffin, and series of Liniments, Ointments, Solutions, Syrups, Tablets, etc. Many other formulae are available in the British Pharmaceutical Codex. The chemist, however, should execute duly signed orders for any medicinal preparation (not prohibited in the foregoing paragraphs) which can legitimately be classed as "drug" or "medicine." If in doubt as to the possibility of any given article being disallowed, he should communicate with the prescriber before supplying the order and endorse the prescription "order confirmed."

Repeats.—Are decidedly inadvisable, but prescribers who order them are urged to comply strictly with the following conditions:

1. No prescription or any matter other than the repeat order to be written on the same form.

2. Exact name and address of patient to be given.

3. Exact date of original to be given.

4. All prescriptions to be written in full on Sundays and Bank Holidays.

5. As the originals now have to be sent in monthly with the chemist's accounts, repeats should refer to prescriptions written during the current month, which commences on the 12th and concludes on the 11th.

Cambridge.—Speaking at a meeting of the local Pharmaceutical Association, the President (Mr. J. Evans) reported that the new Tariff had been accepted; 90 per cent. of the amount of the accounts will be paid at once before checking. At the first statutory meeting of the Pharmaceutical Committee Mr. E. S. Pack was elected Chairman and Mr. S. F. Barker Secretary. For the future it is proposed to get the prescriptions checked locally. The half-penny per insured person for expenses works out at 7*l.* for the county, and application has been made to the Insurance Committee for payment of this sum.

Croydon.—Some 12,000 insured persons in this borough have not selected their panel doctor, but it has been decided to distribute the accumulated funds, thus giving about 20*l.* to each of the ninety-four doctors. A local chemist, who sent us a local newspaper containing this information, writes:

The enclosed marked paragraph in local paper may interest you. But why should the doctors have it all? I should think the chemists have as much right to the 1*l.* 6*d.* as the doctors have to the 6*s.* 6*d.* nothing having been done for it. The powers that be ought to have an eye on it.

Denbighshire.—Payments have been made to chemists for the quarter ending October 15 amounting to 2,028*l.* 5*s.* 2*d.*

Derbyshire.—In a return laid before the Insurance Committee on January 19 it was shown that from January 15 to November 30, 1913, 487 chemists' accounts had been paid, amounting to 8,501*l.* 6*s.* 2*d.* It was estimated that each chemist would receive an average of 69*l.* 13*s.* 8*d.* for the year. The total number of prescriptions dispensed was 290,267, the average cost being 7*0d.* each. The number and average cost of prescriptions per quarter were: First quarter, 89,926 (6*57d.*); second quarter, 80,273 (7*04d.*); third quarter, 92,126 (7*50d.*) The average amount per account had risen from 17*l.* 19*s.* 8*d.* in April to 23*l.* 19*s.* 11*d.* in October.

Dumbartonshire.—The following have been appointed office-bearers of the new Pharmaceutical Committee: *Clydebank*—Mr. Thomas Guthrie Chairman, and Mr. John Weir Secretary; *Dumbarton (Burgh)*—Mr. Peter Thomson Chairman, and Mr. Patrick Mitchell Secretary; *Dumbarton (County)*—Mr. John Weir (Clydebank) Chairman, and Mr. Andrew T. Campbell (Alexandria) Secretary.

Dunfermline.—The Pharmaceutical Insurance Committee, at a meeting on Thursday, January 15, appointed Mr. David Gilmour Chairman and Mr. R. Robertson Secretary. They, with the addition of Mr. John A. Seath, were nominated for the Pharmaceutical Service Sub-Committee.

Durham.—At the meeting of the county Insurance Committee on January 9 a letter was received from the Insurance Commissioners stating that they could not at the present time approve the permanent appointment of a person to check prescriptions and chemists' accounts, but they would be prepared to approve the appointment of such an officer for a period of three months from the present date, and the payment of remuneration to the person so appointed at the rate of 150*l.* per annum. The Clerk explained that as the Committee must submit accounts received from the chemists to the Pharmaceutical Committee for examination if they so require, the Commissioners were of opinion that until the definite intentions of the Pharmaceutical Committee in this respect are known, the Insurance Committee should not take steps to make any permanent arrangements with regard to the checking of such accounts. The following payments from the Drug Fund were sanctioned: To chemists, 3,121*l.* 19*s.* 9*d.*; to doctors for dispensing in rural areas, 1,585*l.* 16*s.* 10*d.*

Edinburgh.—Payments to chemists during the period from January 15 to November 15, 1913, amounted to 4,558*l.* 8*s.* 8*d.*, being 1,434*l.* for the first quarter and the following sums during each subsequent month: 499*l.*, 519*l.*, 488*l.*, 299*l.*, 392*l.*, 425*l.*, and 499*l.* A report by Mr. Claude F. Henry, chemist and druggist, on the checking of prescriptions for the month ended July 15, 1913, is contained in the minutes of a meeting of the Insurance Committee on December 18. Of 10,788 prescription-forms, Mr. Henry checked 6,715. The average cost of each form was 10*3**d.* The total amount claimed was 489*l.* 16*s.*, and the total amount allowed was 488*l.* 2*s.* Attention was drawn to five orders by a panel doctor for tubes of vaccine for rheumatism put up by an American firm. Each tube served for three days only, and cost the Committee 11*s.* 10*d.* or about 3*l.* in all. The Clerk was instructed to write to the Scottish Insurance Commissioners, asking whether proprietary vaccines may be prescribed for or supplied to insured persons. Four indiarubber bandages at 2*s.* 6*d.* each were also ordered at one time for one patient by the panel doctor above mentioned. The same doctor had also ordered seven of these bandages during the previous month for three patients. The Clerk was instructed to inquire of the doctor regarding these orders, and also to write one other panel doctor as to prescribing tonics and emulsions in quantities so large that there was the possibility of these becoming rancid before half the contents of each bottle was used.

Fife.—The Kelty Co-operative Drug Store have applied to the County Insurance Committee to be placed on the dispensing panel.

Forfarshire.—The first statutory meeting of the Pharmaceutical Committee for the county was held at Arbroath on January 14, when Mr. John Hutton (Brechin) was appointed Chairman, and Mr. G. Forbes Johnston (Broughty Ferry) Secretary.

Grimsby.—At last week's meeting of the Insurance Committee it was reported that the Insurance Commissioners would not approve the Tariff price for oil. morrhua*e*, which was higher than that adopted in other areas. Copying-fees and a minimum fee of 1*d.* per prescription were disallowed. The Commissioners also pointed out that no addition can be made, other than by regulations, to the appliances in the Second Schedule, nor could they sanction a charge of 50 per cent. extra for prescriptions dispensed after 8 P.M. and 100 per cent. extra after 10 P.M. They had no objection to pharmacists receiving extra remuneration for dispensing after hours, but the method of remuneration must be by way of an extra dispensing-fee, not exceeding a total of 6*d.*, on prescriptions marked "Urgent" by the prescriber. The Committee decided to allow a 6*d.* late fee on such prescriptions.

Herefordshire.—The application of the Herefordshire Chemists' Association for a revised Tariff and dispensing-fees has been postponed by the Insurance Committee until it has received the approval of the Commissioners. Chemists accordingly remain as they were. The panel of chemists numbers thirty-one, against thirty-two last year.

Kincardineshire.—Messrs. A. L. Wood, James Cumming, and James C. Barclay (Stonehaven), R. Millar (Bervie), and A. Lunan (Banchory) have been elected as the Pharmaceutical Committee for the county.

Lanarkshire.—At a meeting of the county Pharmaceutical Committee on January 14, Mr. A. A. Dick (Bellshill) was appointed Chairman, Mr. W. Bruce (Larkhall) Vice-Chairman, and Mr. J. A. Walls (Bothwell) Secretary. The Chairman, Secretary, and Mr. A. Flett (Uddingston) were nominated as members of the Pharmaceutical Service Sub-Committee.

Lancashire.—The Drug Tariff for the county includes quite a number of drugs not in that issued by the Pharmaceutical Standing Committee. Bland's Pills are included in "tablet" and "capsule" form, and also in combination with cascara and with arsenic, a flat rate of 3*s.* per doz. being allowed. Other additional items are: Mustard-plasters, 1*d.*; chlorodyne (B.P. 1885), 6*d.* oz.; tremor bismuthi and lac bismuthi, each 4*d.* oz.; belladonna porous plasters (7*1*/₂ in. by 5 in.), 6*d.* each; blistering plasters (spread on adhesive plaster), 4*1*/₂ *d.* each (it being suggested that 4*1*/₂ *d.* each is a reasonable charge for a blister); lin. ABC, 2*1*/₂ *d.* oz.; liq. copaibae co., 6*d.* oz.; liq. copaibae co. et buchu, 6*d.* oz.; liq. thymol. co., 4*d.* oz.; liq. santal. co., 8*d.* oz.; methyl-salicylate, 4*d.* per oz.; ung. ac. boric-flav., 1*d.* per oz.; ung. boro-zinci, 2*d.* per oz.; ung. iodi, 6*d.* per oz.; ung. iodi denigrescens, 4*d.* per oz.; ung. methyl. salicyl., B.P.C., 4*d.* per oz.; ung. methyl. salicyl. co., B.P.C., 9*d.* oz.; ung. resorcin. co., 4*d.* oz.; cod-liver oil, 1*s.* 3*d.* per pint. No dispensing-fee is allowed for cod-liver oil, so that this is priced equal to 1*s.* per pint *plus* 3*d.* dispensing-fee. A special paragraph devoted to "Dispensing-fees" embodies the usual instructions, but in future "the following are the preparations included in the List, on which *no* dispensing-fee is to be charged, where they are ordered uncompounded":

Almond oil.	Lime water.	Pills.
Cape oil.	Linseed oil.	Plasters.
Castor oil.	Lozenges.	Liquid paraffin.
Cod-liver oil.	Methylated spirits.	Powders (bulk).
Confections.	Ointments.	Suppositories.
Extract of malt.	Proprietary oint-	Tab'ets.
Fluid magnesia.	ments.	Terebene.
Glycerin.	Olive oil.	Turpentine.
Lassar's paste	(Pasta zinci co., B.P.C.).	Pastes.

The instructions continue: "This exception to the rule does not apply in the case of other preparations than those named above, nor in the case of capsules, confections, ointments (other than proprietary ointments), pastes, pills, plasters, powders, suppositories, and tablets which are not included in the List; where such preparations are ordered, whether compounded or uncompounded, a dispensing-fee is to be charged. A dispensing-fee is also to be charged in the case of all simple and compound powders included in the List, where one or more quantities are ordered to be weighed separately." *No emulsion-fee* is allowable on lin. alba, lin. terebinth., lin. pot. iodid. c. sapone, emulsio ol. morrhua*e* c. hypophosph., emulsio petrolei c. hypophosphitibus.

Leith.—Mr. D. W. Kemp (Chairman of Leith Burgh Insurance Committee), giving on January 19 an account of the working of the Act in Leith, stated that there were fifty-four medical practitioners on the Leith panel and fifty-three pharmaceutical chemists on the list. They had made up 45,000 prescriptions in the year, and chemists would be eventually paid about 1,900*l.* for their work.

London.—The accounts passed for payment at the meeting of the Insurance Committee on January 22 included 1,120*l.* 12*s.* to chemists from the Drug Fund and 110*l.* 8*s.* 7*d.* from the Sanatorium Benefit Fund for drugs and accessories supplied between February and December 1913. The General Purposes Committee reported the appointment of the Pharmaceutical Committee for the county, and of the pharmacist members of the Pharmaceutical Service Sub-Committee. Miss A. Susan Lawrence, Mr. J. Howarth, and Mr. P. Rockliff were appointed to represent insured persons on the latter Sub-Committee. The Medical Benefit Committee's report, dated January 7, 1914, intimated that the Drug Tariff for 1913 and the Revised Tariff for 1914, as amended, had been approved by the Insurance Commissioners. It was decided to pay the total amount of the accounts due for the fourth quarter. The chemists' list in January 1914 contained 817 names, against the highest total of 842 in November 1913, a drop of twenty-five chemists (of which four were in institutions). The complaints investigated by the Medical Service Sub-Committee included one against a panel practitioner that he refused to furnish an insured patient with a prescription for linseed meal for use as a poultice. It appears that the medical man was under the impression that linseed meal could not be

supplied at the expense of the Drug Fund. The matter was settled by the transference of the patient to another doctor on the panel. It was agreed that an inquiry be made as to the sufficiency of the arrangements for Medical Benefit; the speeches indicating medical service. It was resolved to pay members of the Pharmaceutical Service Sub-Committee 5s. per meeting.—At a meeting of the South-West London Pharmacists' Association on January 14 it was resolved: "That every effort of the Pharmaceutical Society shall be spent in the upholding of every kind of dispensing by pharmacists, providing that the usual procedure in so doing be strictly adhered to."

Manchester.—The topic of general discussion among chemists this week is the article in the "Daily Dispatch" for January 20, which was advertised by glaring posters bearing the legend "Manchester Chemist's Insurance Disclosure." This is ostensibly an interview with "a large chemist in Manchester, who stated that over 5000. was still owing to him for drugs and surgical appliances supplied to insured persons," but is evidently worked up, our contemporary having embarked upon a policy of exposing the worst side of the Act. Another local paper states that at the end of the first half-year Manchester's expenditure on drugs was 1s. 3.44d. per insured person, against Birmingham 1s., London 11.4d., Liverpool 10d., and Lancashire 10.8d.

Nottingham.—A meeting of the Nottingham and Notts Pharmaceutical Association was held at the Victoria Station Hotel on January 21. Mr. A. Middleton (Vice-President) was in the chair, and there was a good attendance. A letter was read from Mr. W. Stewart Adamson tendering his resignation, and the meeting tendered good wishes to Mr. Adamson on his taking up work in new surroundings. A discussion on Insurance matters was then inaugurated by Mr. F. Ross Sergeant. Mr. Sergeant laid great stress on the need for keeping up the high standard of quality of the dispensing under the Insurance Act. He referred to the growing tendency of medical men to prescribe instead of dispense. With regard to payment of accounts, Mr. Sergeant thought the deficit in Nottingham would not exceed 10 per cent., and probably not more than 5 per cent. The following took part in the discussion: Messrs. A. Middleton, W. Gill, A. S. Beilby, T. Wilson, H. Brown, H. Middleton, F. C. Carr, and J. Rayson.—The Insurance Committee have issued the revised Tariff. At the meeting on January 16 it was reported that the new panel contains eighty-one chemists, seven unregistered druggists, and three persons who supply appliances only. The Finance Sub-Committee reported that, out of 4,000, received from the Commissioners for Medical Benefit, 7557. 1s. 2d. had been paid to chemists.

Oldham.—At a meeting of the Chadderton, Royton, and Crompton District Insurance Committee on January 13, Mr. W. Byron stated that a prescription for a lotion was not dispensed by the two chemists in the area because they did not stock one of the ingredients, necessitating it being dispensed in Oldham. Mr. E. H. Holden, chemist and druggist, said that the chemists stocked numerous preparations, but it was possible that the particular chemists referred to were out of stock.

Paisley.—At a meeting of the Pharmaceutical Committee on January 13, Mr. Alexander Fraser was appointed Chairman and Mr. Hawthorn Stewart Secretary.

Preston.—The list of chemists contains the names of twenty-four pharmacists and two contractors.

Renfrewshire.—The County Pharmaceutical Committee met in Paisley on January 14, when Mr. David Hendry (Renfrew) was appointed Chairman and Mr. David Penman (Johnstone) Secretary.

Roxburghshire.—Mr. Alexander Walker, Jedburgh, has been appointed Chairman, and Mr. George Cairns, Hawick, Secretary of the Pharmaceutical Committee for the county.

Salford.—At the meeting of the Insurance Committee on January 15 the doctors' and chemists' agreements were approved without discussion. Referring to the question of alleged over-prescribing by doctors, Mr. J. W. Gill (President of the Salford Pharmacists' Association) asked that the payment of the balance to the doctors for the past year should be withheld until a report on the whole question of prescriptions had been made to the pharmacists on the panel. On the Chairman intimating that the Committee were prepared to adopt the suggested course the matter ended. In a report upon the Drug Fund it was stated that the total amount of claims in respect of prescriptions dispensed from January 15 to December 14 last was 11,200L, the money available at 2s. per head being 7,516L, or sufficient to pay about two-thirds of the amount claimed. The changes in the schemes to prevent excessive prescribing are interesting. The original idea was to the effect that, on condition that the chemists agreed to a revision of the Drug Tariff, the doctors would guarantee that the chemists' pay-

ments should be made in full. The chemists, however, refused to do this, and a fresh scheme was devised for debiting each doctor with the cost of his own prescriptions, chemists to be discounted if the total call on the Drug Fund exceed 2s. per insured person (*C. & D.*, December 20, 1913, p. 68). The Commissioners, approached regarding the proposals, replied:

Whilst appreciating the objects with which they had been framed, it would appear to them that from certain aspects and in certain particulars the scheme is open to objections. It would in principle afford an individual doctor a strong motive of self-interest on the one hand to multiply his own attendances and visits so as to secure a maximum allowance for the medicines prescribed by him, and, on the other hand, to prescribe unduly inexpensive medicines, with the object of personally securing a larger balance out of that allowance after defraying the cost of the medicines prescribed.

The Commissioners desire to make it clear that these apprehensions are suggested by the system itself irrespective of the circumstances of any particular area, and that they are satisfied that every effort would in fact be made by your Committee in co-operation with the doctors in the area to protect insured persons from the occurrence of any of the abuses indicated. Apart from any such considerations, however, the Commissioners do not feel that they would be in a position to approve proposals which in principle were open to the objections stated, and I am to suggest, therefore, that the matter should be reconsidered with a view to an understanding being arrived at between the doctors and chemists on lines which are now consistent with the system contemplated by the regulations.

Since then the doctors and chemists have signed agreement on the mutual understanding that Clauses 39 and 40 of the Medical Benefit Regulations will be utilised to the full to prevent excessive prescribing. It is significant that the chemists' accounts for December, which amount to 1,106L, show a decrease of 213L. compared with the previous month. Further reductions are expected in succeeding months. The chemists' list contains fifty-two names. A little relief to chemists will follow from the fact that there are at least 5,000 more insured persons than the 82,000 on which calculations were based. This means an addition of 500L. to the Drug Fund.

Southampton.—The Pharmaceutical Committee for the county borough met on January 16. The following were elected to serve on the Pharmaceutical Service Sub-Committee: Messrs. W. Bates, H. Ferryman, and W. R. Jones. A meeting of the local Association's Committee was held the same evening, a long discussion taking place on the agenda for the London Conference on January 21, and Mr. W. Bates was appointed delegate. The new Tariff for 1914 has been sent to the panel doctors and chemists in the borough and county. The Southampton County Insurance Committee has sent out the balance due to the chemists for the second quarter. The delay is due to the method adopted for checking. Owing to the chemists having complained of the checking by the Standing Committee in the first quarter, the Medical Officer for the county undertook to do it at the same price; he has since circularised the chemists to rewrite where the doctors' writing is illegible. If this leads to a notification to the doctors to write more legibly some good may result from the chaos. The question of the supply of proprietary articles to insured persons is being considered by the Insurance Committee's Finance and General Purposes Sub-Committee. The matter arose out of the inquiry by a firm of chemists, who asked if Angier's Emulsion could be supplied at the expense of the Drug Fund. It was decided to inform panel chemists that proprietary articles of this nature could be supplied, but at the meeting of the Insurance Committee the Chairman of the Sub-Committee asked to be allowed to take the matter back for further consideration. He said it had been pointed out that it is difficult to obtain any emulsion on "all fours" with that mentioned. The request was granted.

Stratford-on-Avon.—The district Insurance Committee have decided to recommend the Warwickshire Insurance Committee to provide trusses to insured persons at the expense of the Drug Fund.

West Bromwich.—Chemists will be paid 100 per cent. of the last quarter's accounts. The prescriptions (18,125) were checked at a cost of 5L. 18s. 4d.; overcharges amounted to 6L. 4s. 4½d. undercharges to 16s. 1d.; the total of the accounts being 497L. 3s. 11d. The Insurance Committee consider this very satisfactory. It may be two or three months before last year's accounts are completely settled up.

West Riding.—The revised Tariff for 1914 has been submitted to the Commissioners, and is now in the hands of chemists. The doctors and chemists of the area have accepted as a basis a pricing-out chart giving the charges for all practical purposes of quantities of drugs from 1 oz. to ½ grain. It is intended that each chemist shall be provided with one copy of the chart, and that his pricing will consequently be more accurate, the cost of checking being thus reduced.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN.

A CONFERENCE of Association delegates was held at the Holborn Restaurant, London, on Wednesday, January 21. The President of the Society (Mr. Edmund White, B.Sc., F.I.C.) presided. He was accompanied to the platform by Mr. J. P. Gilmour (representative of the North British Branch) and the following Councillors: Messrs. A. S. Campkin (Vice-President), W. H. Gibson (Treasurer), Allen, Bilson, Cross, Cuff, F. J. Gibson, Gifford, Hagon, Harrison, Neathercoat, Parry, Rogers, Rowsell, Sergeant, and T. A. White. Mr. W. J. Uglow Woolcock (Secretary and Registrar) and Mr. W. S. Glynn-Jones, M.P. (Parliamentary Secretary) sat on the President's left.

The delegates who attended were:

ENGLISH COUNTIES.

BERKSHIRE, H. R. Metcalf.
BUCKINGHAMSHIRE, R. T. Wylie.
CAMBRIDGESHIRE, Jno. Evans.
CHESHIRE, J. W. Deakin and G. Humphreys.
CORNWALL, H. H. Cannon and A. C. Gee.
CUMBERLAND, T. Ridley and T. W. Townley.
DERBYSHIRE, J. G. Gelsthorpe.
DEVON, H. Wippell Gadd and Frank Maitland.
DORSET, J. W. Cussone.
DURHAM, W. C. Longstaff and G. A. Brown.
ESSEX, J. H. Matthews, J. H. Heywood, and C. Goode.
GLOUCESTERSHIRE, T. T. Dolman and H. Miller.
HANTS, C. H. Baker and S. G. Bartlett.
HERTS, D. W. E. Barker and J. T. Sambrook.
ISLE OF ELY, W. R. Girling.
ISLE OF WIGHT, H. W. Barford.
KENT, A. E. Hobbs, J. E. French, and F. J. Oliver.
LANCASHIRE, J. Vince, W. B. Woods, and W. I. Scholes.
LEICESTERSHIRE, K. Nixon.
LINCOLNSHIRE, Holland, R. S. Domington, Kesteven, B. Fillingham, Lindsey, C. H. Ashton.
Bedfordshire, Huntingdonshire, Rutland, East Suffolk, Westmoreland, and Worcestershire were not represented.

ENGLISH BOROUGHS.

BARROW, F. J. Sancom.
BATH, W. J. Hollett.
BIRKENHEAD, W. A. Wynne.
BIRMINGHAM, Jeffrey Poole and Wm. Shakespeare.
BLACKBURN, W. H. Grimeshaw.
BLACKPOOL, J. W. Huddart.
BOLTON, W. Rothwell.
BOOTLE, G. J. Kelly.
BOURNEMOUTH, J. H. Scampton.
BRADFORD, C. Robinson and R. T. Silson.
BRIGHTON, C. G. Yates.
BRISTOL, W. T. Pitchford and Frank Moss.
BURTON, W. Lean.
CAMBRIDGE, G. Harris.
CHESTER, R. Cecil Owen.
CROYDON, R. L. Griffiths.
DERBY, J. A. Cope.
DEVONPORT, A. J. Ancliffe.
EASTBOURNE, D. Marchant.
EXETER, Eric Leman.
GLOUCESTER, W. H. Hampton.
GT. GRIMSBY, H. W. Colley.
GT. YARMOUTH, A. E. Richmond.
HALIFAX, H. K. Woodward.
HUDSPERSFIELD, R. C. Walesaw.
KINGSTON-UPON-HULL, T. Smith and W. Stanier.
LEEDS, J. H. Beacock and H. Gillegan.
LEICESTER, W. T. Hind.
LINCOLN, A. S. Birkbeck.

Barnsley, Burnley, Bury, Coventry, Dewsbury, Dudley, Gateshead, Hastings, Ipswich, Northampton, St. Helens, Smethwick, Walsall, West Bromwich, West Hartlepool, and Worcester were not represented.

WELSH COUNTIES.

ANGLESEY, R. H. Lewis.
CARMARTHENSHIRE, W. Lloyd and Eust. Jones.
CARNARVONSHIRE, H. Gibson.
DENBIGHSHIRE, J. W. Adamson and W. M. Lloyd.

WELSH BOROUGHS.

CARDIFF, Leo Joseph. | NEWPORT, A. Gratte.
MERTHYR TYDFIL, V. A. Wills.

Brecknockshire, Merionethshire, Radnorshire, and Swansea were not represented.

After an opening statement by the President, the meeting adopted standing orders for the conduct of its business. The draft scheme of organisation sent out by the Council of the Society was then considered paragraph by paragraph and amendments to it line by line, the following being the main conclusions arrived at by the meeting:

That for the purpose of the Conference, local Associations should cover areas co-terminus with the local Insurance Committees, and that where necessary bodies covering divisions of such districts should be called District Associations. The Council was recommended to appoint as District Secretaries the Secretaries of these Associations. The local Pharmaceutical Associations will be required to appoint a Pharmaceutical Insurance Committee, consisting of the pharmacist members of the local statutory Pharmaceutical Committees. The Conference, it was decided, should be a Conference of local Pharmaceutical Associations, and not of the Statutory Committees, and a scheme of representation of these Associations to the Conference was arrived at, which scheme admits of adequate representation of the pharmacists on the Statutory Committees.

Great interest was evinced in the paragraph setting up the Executive Committee of the Conference. It was decided that this should consist of seventeen persons: six to be appointed by the Pharmaceutical Council from its twenty-one members, seven to be elected by the delegates (one of the seven at least to be a representative from Wales), two members to be representatives of firms and corporate bodies on the panel, and the President and Secretary of the Pharmaceutical Society to be *ex-officio* members.

The result of the consideration of various amendments directing the Executive Committee of the Conference to be elected on a territorial basis was that these were withdrawn upon the Conference passing a resolution in favour of the principle of territorial representation, and recommending the Committee to prepare a scheme for submission at the next meeting.

Nominations for the seven places on the Executive Committee were received at the meeting, and it was arranged that voting-papers should be sent to every accredited delegate, the President being appointed Returning Officer.

The proceedings terminated with a vote of thanks to the Chairman, proposed by the Vice-President of the Society, at 5 o'clock, the Conference having sat from 11 o'clock, with an interval for lunch. The whole of the agenda was dealt with.

NEW BOOKS.

Jones, Harry C. *A New Era in Chemistry: Some of the more Important Developments in General Chemistry during the last Quarter of a Century.* 8 $\frac{1}{4}$ x 5 $\frac{3}{4}$. Pp. 325. 8s. 6d. net. (Constable, London.) [Deals with the changes which have taken place in chemistry since 1887, showing how new developments have been brought about, and by whom. The chapters deal with the law of mass action, energy changes in chemical reactions, stereochemistry, the phase rule, chemical dynamics and equilibrium, the rôle of osmotic pressure, electrolytic dissociation, the solvate theory of solution, radiochemistry, etc. The appendix consists of interesting pen-pictures of those leaders in chemistry whom the author has known personally.]

Willing's *Press Guide*. 1914. 8 $\frac{3}{4}$ x 5 $\frac{3}{4}$. Pp. 454. 1s. (London: 125 Strand, W.C.) [The forty-first issue of this Guide. The first 229 pages is taken up with an alphabetical list of newspapers and periodicals issued in the United Kingdom, with year of establishment, when published, and price. Then follow a classification under trades, etc., and separate lists of newspapers published in the Metropolis and in the provinces. A list is also given of the principal newspapers published in the countries outside the United Kingdom.]

SCIENTIFIC PROGRESS.

Temperatures under this heading are on the Centigrade scale

Preserving Milk Samples.—Denigès ("Annales des Falsifications") finds that potassium bichromate generally employed is unsatisfactory as a preservative for samples of milk destined for analysis. The method he proposed some years ago, which has stood the test of time, as shown by the recent examination of old samples, is to dissolve 50 grams of crystalline phenol in 10 c.c. of alcohol (95-per-cent.). A liquid is obtained which remains liquid, and of which 1 c.c. mixed with 100 c.c. of milk keeps it indefinitely.

specification for Glass.—We referred to the research of Dr. W. Lenz on the qualities of glass suitable for use in vessels intended to contain medicines in the *C. & D.*, September 27, 1913, p. 79. We have now received a print of the entire paper from Dr. Lenz. The recommendations are that (1) good medicine glass, after twenty-four hours' immersion in boiling alkali solution, should not yield more than 6 mg., or at most 8 mg., of soluble matter per square decimetre of surface; the glass should not fall to pieces, nor show any large cracks. (2) A medicine-bottle half-filled with distilled water, heated in a water-bath and shaken repeatedly for six hours, should not yield more alkali from the inner surface of the bottle than will correspond to 1.5 mg., at most 2.5 mg., Na₂O per square decimetre.

Sterilisation of solutions of Alkaloids.—An interesting paper on the effects of sterilisation on solutions of alkaloids was read by Dr. Gustav Mossler at the Vienna meeting of German Natural Scientists and Doctors. The author used for his experiments flasks made of quartz in order to eliminate the action of glass on the contents, while parallel experiments were made with solutions in ordinary glass bottles such as are employed in prescription work. The flasks were heated to 70° C. by the Tyndall method of heating three times for a space of half an hour; or heated to 101.5° C. in an ordinary steam steriliser, while for a temperature of 115° C. an autoclave was used. Preparations which withstood the higher temperatures for thirty minutes were maintained at that temperature for a period of two hours as a further test of their stability. To determine the degree of decomposition, chemical and physical tests proved the most reliable. In a number of aqueous solutions of alkaloidal salts it was found that heating led to a splitting-up of the salt into its base and free acid of varying degrees, in which case the amino group set free by the acid sometimes acted upon other radicles in the group. Thus the coloration of morphine and apomorphine is proportional to the temperature and length of time of heating; the yellow coloration of morphine, even in quartz vessels, is not due to the presence of alkali or to the formation of oxymorphine, but to the fact that the amino group set free reacts with the phenol-hydroxy group. In all the behaviour of seventeen alkaloids was studied, and the following results were obtained: Codeine and dionin may be sterilised by heating to 115° C. without undergoing any decomposition. Heroin hydrochloride in 2-per-cent. solution splits off acetic acid to the extent of about 5 per cent. of the salt present in the solution. Morphine hydrochloride always assumes a yellow colour, varying in degree in proportion to the temperature and length of time of sterilising; in this case the Tyndall method is to be preferred. Morphine acetate is not suitable for sterilisation, as the coloration is here greater. Apomorphine hydrochloride assumes an intense green coloration even in a solution of $\frac{1}{1000}$ normal hydrochloric acid with the Tyndall method, and the only way of ensuring sterility without decomposition would be to filter the solution through a germ-free candle. Tropacocaine, β -eucaine, and novocain are absolutely stable; cocaine hydrochloride in 5-per-cent. solution is decomposed to the extent of 1 per cent. by heating to 100° C., and to 2.4° C. at 115° C. The Tyndall method, owing to the long duration of heating, is not to be recommended, as dissociation to the extent of 1.6 per cent. takes place. The decomposition of 1 per cent. at 100° C. is practically negligible. In an ordinary medicine-bottle decomposition amounting to 2.3 per cent. took place by heating to 100° C. Stovaine hydrochloride is not affected by Tyndallisation; at 100° C. decomposition to 0.75 per cent., and at 115° C. to 1 per cent., took place. Alypin salts, on the other hand, cannot stand heating; the nitrate decomposes to the extent of 7.8 per cent. on boiling for five minutes, by Tyndallisation to 13.2 per cent., and heated for thirty minutes at 100° C. to 24 per cent., and at 115° C. to 49.1 per cent. Atroneine sulphate is not affected by Tyndallisation; steam at 100° C. decomposes 0.6 per cent. at 115° C. 1.2 per cent. are altered. Acid quinine hydrochloride and cotarnine withstand a temperature of 115° C. Pilocarpine solutions

may be heated to 100° C.; at higher temperatures a negligible amount of isopilocarpine is formed. Physostigmine salicylate is coloured red even by Tyndallisation, consequently solutions of this salt must be filtered through a sterile medium and not heated.

TRADE-MARKS.

The figures in parentheses refer to the classes in which the marks are grouped, for a list of which, with particulars as to registration, see "The Chemist and Druggist Diary," 1914, p. 237.

Objections to the registration of any of the undermentioned applications must be stated on Form T.M. No. 7 (obtainable at Money Order Offices for £1) and lodged with Mr. W. Temple Franks, Comptroller-General, Patents Office, 25 Southampton Buildings, Chancery Lane, London, W.C., within one month of the dates mentioned.

(From the "Trade-marks Journal," January 14, 1914.)

- "**IODELL**"; for a veterinary medicated absorbent paint (2). By Ingham & Co., Wymondham, Moreton Road, Worcester Park, Surrey. 354,114.
- "**ERA**"; for fly-catchers (2). By Kay Bros., Ltd., St. Petersgate, Stockport. 356,953.
- Device of jar, wings, scales, and letters "M. & L."; for all goods (3). By Mactavish & Lehmann, Ltd., 1 North Soochow Road, Shanghai. 353,778.
- "**HEMARO**"; for medicated goods (3). By A. G. Glasspool, 1 The Square, Warwick Road, Kenilworth. 355,544.
- "**ALPHA**"; for a cancer medicine (3). By Florence A. Powlesland, 51 Southampton Row, Holborn, London, W.C. 355,575.
- "**SANTALORBS**"; for a medicine (3). By Le Brasseur Surgical Manufacturing Co., Ltd., Geoffrey Building, John Bright Street, Birmingham. 355,711.
- "**RADIONITO**"; for all medicated articles (3). By F. E. Clottenham, 79 Bromfelde Road, Clapham, London, S.W. 356,147.
- "**CAPSOTHERM**"; for an external medicinal preparation (3). By Oppenheimer, Son & Co., Ltd., 179 Queen Victoria Street, London, E.C. 356,643.
- "**CURODOS**"; for medicated inhalants (3). By J. H. Howard, 466 Brixton Road, London, S.W. 356,743.
- "**ARICYL**"; for medicinal chemicals (3). By The Bayer Co., Ltd., 20 Booth Street, Manchester. 356,779.
- "**PAREX**," and "**PAREX**" with letter "M" in triangle; for goods (3). By S. Maw, Son & Sons, 7-12 Aldersgate Street, London, E.C. 356,862/3.
- "**AGROL**"; for medicinal chemicals (3). By Southall Bros. & Barclay, Ltd., 19-21 Lower Priory, Birmingham. 357,163.
- "**BISOMA**"; for medicinal chemicals (3). By Tokalon, Ltd., 212-214 Great Portland Street, London, W. 357,217.
- Device with words "**REXO! HAIL!!! REXO!**" ("Rex" and bottle device disclaimed); for a hair preparation (48). By Rexo Manufacturing Co., 12 New Street, Calton, Glasgow. 355,234.
- "**STEFANIA**"; for toilet articles (48). By T. Hirst, 228 Christchurch Road, Boscombe. 356,549.
- "**CADY**"; for perfumery (48). By Parfumerie Française Nicolai, Ltd., 30 Conduit Street, London, W. 356,529.
- "**EVANTIC**"; for perfumery, etc. (48). By W. Cooke, 1 Albion Street, Exmouth. 356,708.

C. & D. Diary, 1914.

SYNTHETIC SENTENCES.

The subjoined have been received in competition. The adjudication has not yet been undertaken:

This *Diary* develops the business of the advertisers like Rytol, producing an image from a "Cameo."—C. E. Rupe singhe (Colombo, Ceylon).

Wright's articles in the right place for increasing businesses is in *The Chemist and Druggist Diary*.—Mrs. Kate Bunker (Twickenham).

What a profitable book the *Diary* is! Study it at once, and start the year well.—W. Lennon (Ixworth).

Unquestionably *The Chemist and Druggist Diary* is essential for all wholesale, manufacturing, analytical, and retail chemists.—H. Corbett Meyrick, L.P.S.I. (Bushmills).

MEDICAL MEMORANDA.

Treatment of Boils.

DR. LEROY E. CHAPMAN states, in the "Journal of the American Medical Association," that he has employed the following mixture in his practice for seven years:

Liq. potass. arsen. miiij.
Liq. ferri peptonati cum man-
gano N.F. ad 3j.

Take after meals.

He states that an 8-oz. bottle of the mixture has resulted in a prompt cure in every case, with no return of the boils.

Oil-ether Anaesthesia.

THE METHOD of inducing anaesthesia by the introduction of a mixture of oil and ether into the bowels is described in the "New York Medical Journal." The mixture which Dr. J. T. Gwathmey, New York, advocates for adults is composed of olive oil 2 oz., ether 6 oz. This is introduced by means of a well-lubricated catheter, inserted three to four inches within the rectum, a funnel being attached to the catheter. The mixture is poured slowly into the funnel, at least five minutes being consumed in administering the quantity above indicated. From five to twenty minutes should be allowed for the anaesthetic to take effect before the patient is moved. The bowel is afterwards washed out with cold-water soapsuds and two to four ounces of olive oil introduced. The average quantity of the oil-ether mixture employed is 1 oz. for every 20 lb. of body-weight. In the case of children small amounts of morphine ($\frac{1}{2}$ gr.) and atropine ($\frac{1}{200}$ gr.) may be given hypodermically as a preliminary.

Treatment of Nasal Catarrh.

THE TREATMENT most useful in cutting short an attack of acute coryza is thus given in "The Practitioner":

1. A single pill of morphine gr. $\frac{1}{6}$ made up with a little capsicum and oil. menth. pip. A small dose of nitroglycerin also is advantageous.

2. In two hours 10 grains of aspirin.

3. A hot bath.

The following morning, a purgative dose of magnesium sulphate is given to clear away the intestinal contents held back by the morphine.

Neither a nasal douche nor a spray should be employed, but an irritant antiseptic ointment, containing menthol and salicylic acid, will best fulfil the purpose. A small portion of such an ointment is inserted well up into each nostril, where, if sniffed back, it gives rise to considerable smarting and secretion; it should be applied frequently despite the pain. It will be succeeded by a period of relief, then the nose can be sprayed repeatedly with a sedative preparation. Despite the pain caused by the menthol-salicylic preparation, no cocaine should be employed, as it paralyses the ciliated epithelium and opens the way for fresh infection.

Indications of the Tongue.

MR. JOSEPH GRIFFITHS, F.R.C.S., in an address on "The Large Intestine and Its Work," delivered at the annual meeting of the Cambridge and Huntingdon Branch of the British Medical Association ("British Medical Journal," 1913, II., 1469), referred to the tongue as an indicator of excessive fluid in the tissues of the body. The peculiar structure of the tongue renders that organ liable to great variations in size according to the amount of fluid in the lymph-spaces between the bundles of muscle-fibres. The state of the tongue is not, however, necessarily indicative of local conditions, but of a similar condition throughout the body. An indented oedematous tongue tells first of all that there is an excess of fluid in the tissues of the body, and, according to Mr. Griffiths' experience, this excess of fluid is most commonly associated with accumulation of faeces in the large intestine. This view is supported by an abstract in "The Prescriber," 1913, p. 334, of a paper by Dr. Heneage Gibbes in the "American Journal of Clinical Medicine," in which it was shown that in the case of smoker's tongue the use of intestinal antiseptics and removal of constipation entirely obviated the discomfort which previously had been periodical.

TRADE REPORT.

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling and the like. Qualities of chemicals, drugs, oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities. Retail buyers cannot, therefore, for these and other reasons, expect to purchase at the prices quoted here.

42 Cannon Street, London, E.C., January 22.

HERE are signs of a brisker demand in the chemical and drug markets this week, and the general business tone has been distinctly better. Menthol and Japanese mint oil are the leading features, and a good forward and spot business has been done at strong and advancing prices. The spot price of menthol has risen about 2s. 6d. per lb., due to apparent scarcity and replenishing of stocks by consumers. The Chinese oils of star-anise and cassia have also advanced, and a good business has been done, especially in the latter, on arrival terms. Lemon and Bourbon geranium oils are easier, while bergamot and orange are unaltered. Belladonna-root is dearer, and Russian ergot still tending downwards. The Lofoten cod-fishing is about to commence, and interest will now centre in the weekly figures; the market situation at the moment has a weak undertone, but inclement weather conditions on the Norwegian coast may easily alter the aspect. Opium remains firm, and the prospect of a return to prices of 10s. to 12s. for Turkey druggists' seems remote. Quinine is also firm. Among seeds, Morocco fenugreek is cheaper, and canary firmer. Other changes include a reduction in copper sulphate and ammonium sulphate. Cream of tartar and tartaric acid are both very firm. Sodium acetate has been in active demand. The principal changes have been as under:

Higher	Firmer	Easier	Lower
Anise oil (star) (c.i.f.)	Canary-seed Cassia oil (c.i.f.)	Ammonia sulphate	Aloes (Cape) (good)
Cardamoms (wild) also decor. seed	Dragon's blood	Geranium oil (Bourbon)	Copper sulphate
Euonymus bark	Ipecacuanha (Cartagena)	Lemon oil (c.i.f.)	Fenugreek- seed
Menthol	Lead-product		Vanilla (common)
Mint oil	Lime juice		
	Soda acetate		
Quinine (second-hands)			
Rape oil			
Wax (bees)			

Cablegram.

NEW YORK, January 22.—Business has improved. Opium is firm at \$6 per lb. for druggists' by single cases. Peppermint oil in tins is easier at \$3.50. Copalba balsam is quiet at 43c., and Curaçao aloes is steady at 7½c. Wahoo bark of root (euonymus) is dearer at 42c. per lb. Balsam tolu is steady at 60c., and Mexican sarsaparilla is also steady at 24c. Cascara sagrada and podophyllum-root are unaltered.

London Markets.

ANISE OIL (STAR).—Business to arrive for January-February shipment has been done at 5s. 7d. c.i.f., being dearer. The spot price for "Red Ship" is from 6s. 2d. to 6s. 3d. There is said to be about 20 cases on the market with a congealing-point of below 15°, which parcels must be regarded with suspicion.

BALSAM, CANADA.—With small supplies, genuine filtered quality is worth 5s. 10d. per lb. in case lots c.i.f. London.

BELLADONNA-ROOT.—The asking-price in one quarter has advanced to 50s. per cwt. c.i.f. An odd bale in auction (no test) sold at 34s.

BERGAMOT OIL. is unaltered, agents quoting from 19s. 6d. to 20s. 6d. per lb. c.i.f. for 38 per cent. natural esters. Spot prices vary from 21s. to 23s. per lb.

A Sicilian advice dated January 17 states that "there has been a little more interest on the side of foreign buyers, and although business has not been very active, still it was sufficient to absorb the most urgent offerings, and consequently to strengthen the position of the market, full prices having to be paid for what business was done."

CAMPHOR.—The *Mishima Moru* from Keelung has brought 725 cases of crude and 160 cases refined from Kobe.

CAMPHOR OIL.—White essential is extremely scarce, and the higher range of prices is likely to continue; 65s. per cwt. is quoted for s.g. 0.894.

CANARY-SEED is firmer, there being less pressure to sell new-crop River Plate. Ordinary Morocco has been sold at 80s. and common at 77s. per quarter; Turkish is quoted 84s. Good to fine Morocco has changed hands at 101s. to 104s., being dearer.

CANTHARIDES.—With very small supplies offered, prices are firm at 7s. for new Russian and 6s. 9d. for old on c.i.f. terms.

CASSIA OIL.—A good business has been done to arrive at firmer prices.

CHAMOMILES have shown more inquiry this week; all the cheaper lots have been disposed of, and nothing is now available from Belgium under 50s. c.i.f.

CINCHONA.—At the London auction on Tuesday 450 packages were offered, comprising 393 packages East Indian and 58 bales Java, of which the bulk of the former sold at previous sales' rates, the average unit being 1½d. per lb. E.I. *Officinalis* stem and quilly chips sold at from 3½d. to 4½d. and root at from 3½d. to 4½d. per lb. The shipments from Java during the first half of January amounted to 1,035,000 Amst. lb., against 664,000 in 1913, 277,000 A. lb. in 1912, and 389,000 A. lb. in 1911.

COCOA BUTTER.—Business has been done on the spot at from 1s. 3½d. to 1s. 4d. per lb.

COD-LIVER OIL.—Attention for the next few weeks will be concentrated on the Lofoten cod-fishing just about to open, a report in regard to which we give below. Meanwhile various offers of the new oil have been made, including one of 90s. per barrel c.i.f. Last season's oil of non-freezing quality is obtainable at 83s. 6d. c.i.f. and at 82s. to 84s. on the spot.

Our Bergen correspondent writes on January 19 that "the cod-fishing has begun, or is on the point of commencing, at most of the fishing-places of our long coast. The reports hitherto received are of little importance; the only fact that can be definitely stated is that there are no signs of a decline in the size and fatness of the cod's liver compared with the foregoing years. As soon as the regular reports from the Lofoten district begin, we shall be able to give the exact details as to the condition of the fish and its liver. The situation on the market is quite unchanged. Barely any sale of cod-liver oil has been made during the past week, and the quotation of 83s. 6d. c.i.f. for non-congealing is quite nominal."

COPAIBA is steady, with a fair business passing at 2s. 2d. in cases for B.P. quality.

COPPER SULPHATE is 5s. per ton cheaper, the usual Liverpool brands offering at 21s. 15s. per ton, and March-May at 22s.

CORIANDER-SEED continues in little demand; wormy Morocco is offering at 14s., and good sound at 19s. per cwt. Good Russian is quoted 19s. per cwt.

CREAM OF TARTAR is very firm at 93s. 6d. for 98 per cent. and 91s. 6d. for 95 per cent. powdered.

CUMIN-SEED.—There has been a continued good demand for grinding qualities, and a fair business has been done in wormy Morocco at 23s. 6d. per cwt.

ERGOT.—Privately, Russian on the spot is offered at 2s. 1d. for sound; for arrival in London first half of February, 2s. 1d. is quoted, and early March shipment 1s. 9½d. c.i.f. terms. In the drug-auction, five cases sound Spanish were limited at 2s. 3½d. per lb.; there are private sellers at 2s. 2d.

EUPHORBIUM in very limited supply, at 42s. per cwt. c.i.f. for a small lot of good clean.

FENUGREEK-SEED.—Owing to arrivals from Morocco, the spot market is lower at 10s. 6d. to 11s. per cwt., according to quantity.

GALANGAL.—With very limited supplies, a small lot due to arrive in about a week is offered at 23s. per cwt. c.i.f.

GALLS.—Persian are steady at from 48s. to 49s. per ewt. on spot.

GERANIUM OIL.—Bourbon of guaranteed genuine quality is offered at the easier prices of from 14s. 9d. to 15s. 3d. per lb. free delivered, to come forward. Spot is selling at 16s. for prompt delivery.

LEMON OIL.—The slight advance noted last week caused by exporters covering small blank sales have not been sustained, prices falling back to 9s. 6d. c.i.f. in one-direction, the general range being from 9s. 6d. to 10s. per lb. c.i.f. Spot prices vary between 10s. 6d. and 11s. A report received from Sicily states that "the copious rainfalls and subsequent warm weather are said to have greatly benefited the growing crop of lemons, so that with large stocks remaining in the hands of 'bull' speculators, an important decline is anticipated, either in the spring or summer, provided, of course, that the crop suffers no further damage."

A Sicilian advice dated January 17 reports that general inactivity has been the outstanding feature of the market this week. The demand from abroad continues to be very limited, and local requirements have also not caused any special interest on the side of buyers. Nevertheless, the position has remained unchanged, and attempts which have been made to try and obtain reductions from the growers have so far met with no success, full prices having to be paid for what business actually resulted. The weather, which continued to be very rainy, thus handicapping the gathering of lemons, also contributed to this resistance on the side of sellers. The market, therefore, remains quiet, but very uncertain, owing to the great reservedness of both buyers and sellers.

LIME JUICE has a better tone, some good-sized lots having been lately cleared off the market. Fair pale raw West Indian has been selling between 1s. 3d. and 1s. 4d. per gallon.

Lycopodium.—Treble-sifted Russian in cases is offered at 1s. 7d. c.i.f. London.

MENTHOL is again dearer, and some excitement has been shown, both the spot and arrival market having substantially advanced. An improvement in the demand from consumers, probably due to replenishing of stocks, has resulted in an advance aggregating about 2s. 6d. per lb., up to 12s. having been paid on the spot for Kobayashi, but at the close (4.30 P.M. Thursday) 12s. 6d. is asked, 12s. 3d. having been refused. This sudden and sustained demand brought out few sellers, this pointing apparently to small supplies on spot, and some dealers who made sales declined further business in view of the persistence of buyers. The arrival market has been active at rising prices, due in part, it is said, to a combination among the leading Japanese mint buyers in Japan. Be this as it may, the market has risen almost daily. Early in the week Kobayashi, in combination with oil for January-March shipment, had been sold at 13s. 3d., and March-April at 13s. 4½d. per lb., c.i.f. terms; also 10s. 6d. for January-March for menthol alone and 4s. 6d. c.i.f. for oil. By Wednesday re-sales had been made at from 14s. 6d. to 14s. 9d. c.i.f. for February-April shipment, sellers asking 15s. c.i.f. at the close, importers from Japan quoting 15s. 9d. c.i.f. in combination with oil. To-day there are practically no firm offers, there being more buyers than sellers; it is suggested that 11s. 6d. c.i.f. for January-March shipment might lead to business in menthol alone, buyers offering 10s. 6d. c.i.f.

The exports of menthol from Japan during November amounted to 20,825 kin, valued at 180,473 yen. During the eleven months (January to November) the exports were:

	1911	1912	1913
Yen ...	96,397	117,067	200,328
Kin ...	775,743	1,363,234	2,625,547

The destinations for the past eleven months were as follows:

To	1911	1912	1913
British India	7,947	7,212	9,068
Great Britain	21,922	34,926	56,304
France	5,551	10,039	27,569
Germany	32,533	42,661	65,765
U.S.A.	21,409	20,452	34,354
Other Countries	4,035	1,877	7,268
Kin ...	96,397	117,067	200,328

MINT OIL (JAPANESE).—As intimated in our last, 4s. 6d. was asked for Kobayashi, but the price has since risen to 4s. 9d. on the spot, at which the market closes with sellers; to arrive, January-March shipment has been sold at 4s. per lb. c.i.f. terms, also December-January and January-February shipment at 4s. 3d. and February-April at 4s. 3d. to 4s. 4½d. c.i.f., there being sellers at the latter price to-day. Arrivals of mint oil in London from Japan comprise 110 cases.

The exports from Japan during November amounted to 24,228 kin, valued at 71,962 yen. During the eleven months (January to November) the exports were as follows:

	1911	1912	1913
Yen ...	140,323	161,555	237,527
Kin ...	494,740	599,103	884,437

MORPHINE.—A good business is reported on the part of makers for February delivery at from 8s. per oz. and upwards for hydrochloride powder.

NEROLI OIL.—Finest French (Bigarade) quality is quoted at from 8s. to 8s. 3d. per oz.

OPIUM.—The prices cabled from primary markets this week show no material change, but the tone is firm, Constantinople quoting 11 per cent. at 14s. and Smyrna intimates that 13s. 9d. might be accepted for this test. Soft-shipping qualities are, however, firmer in Constantinople and bids of 16s. 6d. taken tale quale have been refused. The spot value of good Turkey druggists' is 15s. 6d. Persian remains firm at from 19s. to 21s., and business has been done at these and intermediate prices. To-day 11½-per-cent. Smyrna manufacturing qualities is quoted at 14s. 6d. per lb. c.i.f.

A Smyrna correspondent writes on January 9 that the sales this week amount to 19 cases extra selected Karahissar, 11½ per cent., at 14s. 9d. per lb. Buyers were trying hard to obtain a slight concession, but as sellers were tenaciously maintaining the position the full price was paid. The general opinion is that the present market will be maintained until March. The arrivals in Smyrna are 4,246 cases, against 2,190 cases at same date last year.

A Constantinople advice dated January 17 states that the sales of the week were eight cases druggists' at from ptrs. 205 to 207, 11 cases "softs" at from ptrs. 235 to 240, and three cases Malatias at ptrs. 225. Market is quiet, with no important fluctuations. Weather continues favourable. "Softs" are firmer on account of some orders, coming principally from London, which were not able to be executed, the required goods being mostly in the hands of one holder.

The quarterly Trade Journal of the British Chamber of Commerce of Turkey and the Balkan States, in its December issue, writing in regard to opium, states that "during the past four or five years the market has been characterised by a series of ups and downs, apparently without any reason to account for same. The highest price touched this season was 16s. for 11 per cent., and in September 13s. had been registered. October saw a further sensational decline to 11s. 6d., and we understand that several uncovered sales were made at as low as 10s. 9d. It is pretty clear that early in November there was a considerable 'bear' position, and during the latter half of the month, as a result of rumours of damage to the crop, there was a general scramble to cover, the result being that prices began to move upwards at a rapid pace, and towards the end of the month close on to 15s. was again touched. The last ten days has seen a quieter market, and prices have declined again to 13s. 3d. and 13s. 6d. It is quite impossible yet to give any definite news regarding the position of the crop. In some of the districts sowings were effected early and on a large scale,

whereas others, owing to drought, could put no seed underground until November. During the past ten days there have been several nights of severe frosts inland, and it is now reported that the late-sown plants have been destroyed. Whether this is the case or not it is quite impossible to state at present. There are no signs of any further decline for the time being, and only if we have a spell of fine weather during January to allow of winter seed being put underground will there be any weakening in the position. Should another spell of sharp frost set in it is quite possible that we may see a higher level in the near future, especially as is probable, American buyers begin to operate shortly."

ORANGE OIL remains unaltered, agents in London offering Sicilian sweet of new crop at from 10s. 3d. to 10s. 10d. per lb. c.i.f. terms.

A Sicilian report dated January 17 states that the rise in price at the end of November, and again at the end of December, was so entirely dependent on local requirements that it was only natural that these local requirements being covered, a reaction should set in. The inactivity of the local demand, added to the almost entire absence of orders from abroad, is therefore acting depressingly on the market, which remains easy.

QUININE remains firm, the German makers' price being 1s. 1d. per oz. for sulphate in bulk, and we understand that sales of the B. and S. brand have been made at this price. Almost immediately after our last the second-hand price advanced to 1s. 0½d. for comparatively new, and business to consumers has been done at this figure, the value of old import being 1s. 0¼d. To-day spot business is reported from second hands at 1s. 0¾d. for old, and 1s. 0½d. for June delivery, this position now being quoted 1s. 0¾d. At the bark-tender at Amsterdam the unit paid by the makers was 6.20 cents per half-kilo, against 5.60c.; the equivalent of 46,453 kilos quinine being taken by them.

At the auction held by the Amsterdam Quinine-works on January 16, 1,417½ kilos. (50,000 oz.) were bought in at fl.20.75 per kilo. The next auction will be held on February 6, when a similar quantity will be offered.

SHELLAC is dull, with a retail business on spot, fair TN Orange offering at from 82s. 6d. to 83s., free AC Garnet at 85s., and GAL at 82s.

SODA ACETATE is a very firm market, the demand for some time past having been large. The current quotation is practically 15s. per ton f.o.b. Continent.

TARTARIC ACID remains very steady at 1s. 0¾d. for English and 1s. 0½d. for foreign.

TONKA BEANS.—The *Albatross* via Havre has brought 53 cases.

TURPENTINE has been steady, inclining to firmness, American closing at 32s. 9d. on spot, with a fair business doing. French is quoted 32s. 6d. to 32s. 9d., and Russian 23s. 6d. to 26s. for ordinary and rectified.

VANILLA.—At the first auction of the year, held on January 16, a total of 645 tins (556 tins being Seychelles) offered, all of which were disposed of at irregular, but generally firm, prices, except foxy and split, which were 6d. to 1s. per lb. cheaper. The following prices were paid: Seychelles.—Fair to good, 6 to 8½ in. 12s. to 14s. 6d., 5½ to 8 in. 10s. 6d. to 12s. 6d., 3 to 6½ in. 9s. 6d. to 11s. 6d.; common, 4 to 8 in. 8s. 9d. to 10s.; mouldy, etc., 6s. 3d. to 9s. 3d. Mauritius.—Fair to good, 7 to 8 in. 12s. to 14s., 4 to 7 in. 10s. to 11s. 6d., mouldy, etc., 5s. 6d. to 10s. 6d. Java.—Foxy 2½ to 6½ in. 10s. to 10s. 6d., firsts damp 9s. to 9s. 9d., split ditto 8s. 6d., mouldy, etc., 6s.

London Drug-auctions.

Commercial Sale Rooms,

Mincing Lane, E.C., January 22.

At the auctions of first-hand drugs the tone was again poor, the bulk of the offerings being bought in. Fine Cape aloes were easier, but medium and common qualities were about steady. Buchu neglected in auction, but selling privately in quantity. Sumatra benzoin was steady and in fair demand. Coca-leaves about steady for Ceylon. Cardamoms met with more competition at fully steady rates, but decorticated seed and wild were dearer. Cascarilla brought satisfactory rates considering the large supply and the average poor quality. Dragon's-blood was quiet but firmer, and for Siam gamboge full rates were paid. Honey neglected, with a poor assortment. Matto Grosso ipecacuanha quiet, but steady, but Cartagena was 1d. dearer. Rhubarb quite neglected; native Jamaica sarsaparilla

realised full rates, and Lima was firmly held. Senna was unaltered. Tamarinds are comparatively scarce and firm, and in beeswax an advance of 10s. was paid for Jamaica and Nyasaland. Beeswax of all descriptions is very scarce. The following table shows the quantity of goods offered and sold:

	Offered	Sold		Offered	Sold
Aconite (Jap.)	10	0	Ipecacuanha—		
Aloes—			Cartagena	5	2
Cape	50	20	Matto Grosso	8	0
Ammoniacum	1	0	Jalap	17	0
Annatto seed	4	0	Kola	6	2
Betadonna-root	1	1	Lemongrass cil	10	0
Benzoin—			Lime oil	7	0
Palembang	30	0	Liq. and anise		
Sumatra	57	24	cachous ... (cs)	2	2
Buchu	22	3	Myrrh	41	15
Calumba	30	0	Olibanum	22	2
Camphor (ref.)	4	4	Orange-peel	15	7
Canella alba	25	25	Orris (Mog.)	1	*1
Cannabis indica			Papain	10	0
(African)	5	0	Puree	4	0
Cantharides	3	0	Quassia-chips (tons)	4	0
Cardamom & seed	117	64	Rhubarb—		
Cascara sagrada	19	19	Chiuia	35	1
Cascaria	125	34	English	16	0
Cassia fistula	8	0	Sandalwood	50	0
Castor-oil seed	3	0	Sarsaparilla—		
Chamomiles (Germ.)	3	0	Lima-Jam.	10	0
Cinchona	8	6	Native Jam.	10	10
Coca-leaves	146	30	Scammony-root	200	0
Cod-liver oil (Norw.)	15	0	Senna and pods—		
Copaiba	22	0	Tinnevelly	167	156
Cubeb	20	0	Squill	15	0
Digitalis	4	0	Tamarinds—		
Dragon's-blood	30	2	Barbados	10	0
Elecam	30	0	East Indian	20	0
Ergot	14	0	Tonka-beans	32	0
Eucalyptus oil	32	0	Tragacantha	49	49
Gamboge	7	2	Turmeric	376	0
Gentian	14	0	Wa. Bees)—		
Gum acacia	44	*10	Australian	1	1
Honey—			East African	19	19
Greek	20	0	East Indian	38	0
Jamaica	25	4	Jamaica	8	8
W. Indian	10	0	Morocco	26	0

* Sold privately.

ALOES (CAPE).—The better qualities were cheaper, but mostly withdrawn; and for medium and common, prices were steady. Some excellent firsts offered, 40s. being refused. Good hard bright (20-per-cent. tares—five cases) reatised 40s., being cheap. Fair hard bright sold 38s. 6d. to 39s.; ordinary seconds, part drossy and dull, at 36s. 6d. to 37s. 6d.; common, part drossy, at 34s. 6d.; and ditto, mixed with sand, 33s. 6d. per cwt.

BENZOIN.—Sumatra was steady, 24 cases selling, comprising good almondy well-packed seconds at 8s. 2s. 6d., slightly false packed ditto at 8s., and middling seconds at 6s. 10s. For fair Palembang seconds 75s. was wanted, and 72s. 6d. for slightly inferior ditto.

BUCHU.—In auction three bags of practically all stalks, sifted from oval leaves, sold at 2½d. per lb. without reserve; fair, partly yellowish, sifted ovals, were limited at 2s. 4d.; and greenish at 2s. 6d. per lb. Privately, a good business has been done in round leaf for export, and for single bales the prices for round are from 4s. 9d. to 5s. 4d. per lb.

CAMPHOR.—Two cases of Japanese refined ½-oz. tablets sold at 1s. 6½d., and two cases 1-oz. at 1s. 5d., the latter subject to sellers' approval.

CANELLA ALBA sold cheaply, 25 barrels of fair palish quilly realising 50s., and sea- and country-damaged 32s. 6d. to 42s. 6d. per cwt.

CARDAMOMS met with more competition at generally full up rates, but decorticated seed was dearer, as also was long wild Native-Ceylon, which sold at from 3s. 11d. to 4s. 6d. for small to medium fair quality. Of Ceylon-Mysore the following sales were made: Extra bold smooth palish, 5s. 11d.; medium to good bold pale, 5s. 5d. to 5s. 6d.; medium to bold, partly split, 5s. 1d.; small and medium pale, 4s. 11d. to 5s.; small pale, 3s. 10d. to 4s. 11d.; ordinary to fair pickings and splits, 3s. 7d. to 3s. 11d.; common brown and split, 3s. to 3s. 1d.; medium to bold brownish, 5s. 5d.; medium, 4s. 8d.; and small and

medium, 4s. 2d.; mixed palish Mangalore character, 4s. 6d. Genuine decorticated seed has been selling privately at 5s., and in auction four cases sold at this figure for fair to dark.

CASCARILLA, considering the large supply, brought very satisfactory prices where realised; 34 packages were disposed of, but further sales were afterwards made privately. Fair quill, part lean and stringy, sold at 82s. 6d. to 85s.; small quilly, part silvery, 77s. 6d. to 80s.; slight to part sea-damaged lean stringy, 75s. to 77s. 6d.; badly sea-damaged, 55s.; fair siftings, 58s. to 60s.; and dusty siftings, 65s.

COCA-LEAVES about steady for Ceylon-Huanuco character, 30 bales of fair stout greenish selling at 6½d. to 7½d., and dull brownish at 5½d. per lb.

CUBEBS.—A lot of 20 bags fair quality from Singapore was limited at 7s. 15s., at which sales have been made privately.

DRAGON'S-BLOOD.—Firm. Two cases of Singapore lump of fair colour, part seedy, sold at 10s. per cwt. For good red Zanzibar drop the buying-in price was 8s. 10s. The *Mishima Maru* has brought 15 cases from Singapore.

GAMBOGE.—Firm, two cases out of five selling at 13s. 10s. for Siam pipe of good orange fracture, partly blocky; for two cases common dull ricey Saigon 5s. 10s. was wanted.

GUM ACACIA.—Ten bags of small soft palish Kordofan sold at 51s., yellowish ditto and dull was limited at 42s. 6d., and fair Brown Barbary (two serons) at 67s. 6d. per cwt.

HONEY.—Slow of sale; four barrels Jamaica sold at from 24s. to 30s. for ordinary to fair pasty white.

IPECACUANHA.—Dull of sale. Very lean bright Matto Grosso was bought in at 8s.; a bid of 7s. 9d. is to be submitted for a bale of such, and for fair quality 8s. 3d. was wanted. Cartagena was rather firmer, two bales selling at 7s. 4d. per lb. for fair, several more being available at this figure.

KOLA.—Two bags of fair West Indian halves sold at 2½d. per lb.

LYRRH.—The lower qualities were in demand, the sales comprising 15 cases, including fair Somali character sorts at 52s. 6d. subject to sellers' approval. Bright bold siftings sold at 48s. 6d., pea siftings at 43s., dark siftings at 30s., good pickings at 30s., and dust 25s. to 28s. per cwt. Three cases of good Native-picked Aden character were limited at 75s. per cwt.

OLIBANUM.—Two cases fair drop sold at 44s. per cwt. subject.

ORANGE-PEEL.—Seven cases of new crop Tripoli strip offered and sold at from 1s. 1d. to 1s. 2d. for fair bright machine-cut.

QUASSIA-CHIPS.—Four tons fair quality were limited at 12s. 10s. per ton.

RHUBARB.—Quiet. A single case of Shensi pickings, part spongy, of fair fracture, sold at 2s. 5d. per lb. subject. A bid of 3s. 4d. is to be submitted for two cases of medium round Shensi; small round and druggists' trimming root was limited at 3s. 9d.; bold round Canton, with three-quarter pale pinky fracture, at 3s. 6d. For flat High-dried the limits were from 1s. to 1s. 1d., and rough round horny 9d. to 10½d. Since the auction a few cases of fine round Shensi have been disposed of at well over the price bid under the hammer.

SARSAPEARILLA.—No grey Jamaica offered; privately, holders ask 2s. and 11d. for Mexican. In auction 10 bales of Native-Jamaica met with good competition at from 10½d. to 11½d. for dullish to about fair red, 9½d. for dull yellow and pale red mixed, and 6d. to 7d. for sea-damaged. Ten bales Lima-Jamaica were offered and firmly held at 1s. 9d., a bid of 1s. 8d. being refused.

SENNA.—Tinnevelly sold without material change, from 1d. to 1½d. being paid for badly sea-damaged to common yellowish leaf, 1½d. to 1¾d. for ordinary ditto, and 2d. to 2½d. for fair greenish leaf. Pods sold at from 1d. to 1½d. per lb.

TAMARINDS are scarce. Fair bright Barbados (10 barrels) were strictly limited at 18s. in bond, and 20 casks Calcutta at 15s. 6d.

WAX, BEES', of all descriptions is extremely scarce and dearer. Jamaica wax was 10s. per cwt. higher to-day, 8 packages realising 9*l.* for fair even brown and fair red and brown; and for 19 packages Nyasaland 8*l.* was paid for fair slightly drossy block. A bag of grey and yellow Australian realised 8*l.* 10s.; of Calcutta 18 cases bleached offered and held at 8*l.* 15s.

Manchester Chemical Market.

January 20.

There was a slightly better feeling in heavy chemicals, and there is no news yet of the revised prices, so far as caustic soda is concerned. In other respects there is little change to note. Alkali, 58 per cent., is quoted 3*l.* per ton, in bags on rails. Soda crystals, 42*s.* 6*d.* to 45*s.* Caustic soda, 70 to 72 per cent., 9*l.* 7*s.* 6*d.* to 9*l.* 12*s.* 6*d.*; 60 to 62 per cent., 8*l.* 7*s.* 6*d.* to 8*l.* 12*s.* 6*d.* per ton, in drums on rails. Saltcake and soda crystals in better demand at late rates. Nitrate of soda cheaper. Sulphate of potash quiet, but permanganate in better demand. Sulphur dull; flowers, 8*l.* 15*s.* per ton, in 2-cwt. bags; roll, 7*l.* to 7*l.* 2*s.* 6*d.*, in 3-cwt. barrels; rock, 5*l.* 15*s.*, in 3-cwt. bags on rails. Sulphate of copper shows little change. Black oxide of manganese quoted 6*l.* per ton. Green copperas very firm. In coal-tar products there is a fairly steady feeling. Sulphate of ammonia, 12*l.* 10*s.* per ton, f.o.r. Manchester. Carbolic acid rules quiet, but creosote is strong, without, however, much change in prices. Solvent naphtha has an upward tendency, and naphthalenes are in good demand.

Heavy Chemicals.

The condition of the heavy-chemical market at all the principal centres remains much the same as indicated in recent reports. A steady business, mainly confined to prompt action with very fair demand against contracts, keeps works well employed. The export demand is somewhat limited, but this is quite usual at this period. Values are on the whole steady, and well maintained.

SULPHATE OF AMMONIA is very dull, and a decline in value at all ports is to be reported, which may be accounted for by increased production and comparatively poor demand from abroad. Owing to steadier feeling on the Continent with regard to prices, the forward tone here is better than it was. Present nearest prices are: London: 25 per cent., 11*l.* 10*s.*; Leith, 12*l.* 8*s.* 9*d.* to 12*l.* 10*s.*; Liverpool, 12*s.* 7*s.* 6*d.* to 12*l.* 8*s.* 9*d.*; and Hull, 12*l.* 7*s.* 6*d.*

LEAD-PRODUCTS have maintained their stronger tone, and red lead has been advanced. White lead, 26*l.*; red lead, 21*l.* 5*s.*; and pig lead, 19*l.* 5*s.* to 19*l.* 15*s.* per ton Tyne.

BENZOLS are steady, and there is a fair demand at figures nominally a shade lower than last. Present naked prices: 90 per cent., 1*s.* 1*d.*, and 50 per cent., 11*l* 2*d.* to 1*s.*; North, 11*l* 2*d.* to 1*s.* and 10*d.* respectively.

BICHROMATES OF POTASH AND SODA are rather on the quiet side at unchanged rates. Bichromate of potash, English and Scotch deliveries, 3*l* 2*d.* per lb., less 5 per cent., and export 3*l* 4*d.* per lb. net f.o.b. Glasgow; bichromate of soda, English and Scotch deliveries, 3*l* per lb., less 5 per cent., and 2*l* 2*d.* per lb. net f.o.b. Glasgow for export.

MAGNESIUM SALTS are in fair all-round request. Sulphate, 6*l* 6*s.* to 7*l* 6*s.*; chloride, 70*s.* to 7*l* 6*s.*; and carbonate, 30*s.* to 37*s.* 6*d.* per cwt.

ZINC SALTS continue to move fairly well. Zinc-sulphate crystals, 7*l.* to 7*l.* 5*s.*; and zinc chloride, 100° Tw., 7*l.* to 7*l.* 5*s.* per ton.

Continental Drug and Chemical Markets.

ALOES remains firm. Curaçao can only be obtained in limited quantities at from m.78 to m.80 per 100 kilos., ex Hamburg warehouse. Cape aloes, according to quality, is offered at from m.88 to m.90 per 100 kilos.

CAMPHOR (REFINED) has remained quiet. German bells from second-hands can be had at m.350 and Japan refined in 2*l* 2*d.* slabs at m.315 per 100 kilos., ex Hamburg warehouse; for shipment slabs are offered at m.308.

CONDURANGO is quiet and without business at the nominal figure of m.72.50 per 100 kilos.

ERGOT.—In spite of the increased offers of all descriptions, spot (Hamburg) remains scarce, so that the prices asked of m.420 to m.425 per 100 kilos. had to be paid. February delivery, however, can be obtained at m.385 for Russian and m.450 for Spanish.

HYDRASTIS.—With a small demand the market is unsettled. Spot (Hamburg) is unchanged at m.45.50 per kilo, but to arrive the cheaper price of m.44 is asked.

KOLA.—Only small quantities have arrived in Hamburg, which were sold at higher prices. To-day good African quarters can still be obtained at m.60 per 100 kilos.

LYCOPODIUM.—Quiet; to arrive the article is offered cheaply in bags at m.310 and in cases at m.320 per 100 kilos. Spot (Hamburg) ware is offered at m.5 cheaper.

STARCH-PRODUCTS.—Business in dextrin, farina, etc., during the last few weeks has been lifeless. The makers have endeavoured to dispose of some large quantities before the shipping closed, but without success, even concessions on the already depressed prices not leading to important contracts. Makers are therefore obliged to warehouse their stock, naturally increasing its primary cost.

THYMOL, as previously mentioned, has become scarcer, and some makers are asking m.15.75 per kilo. and more. Second-hands are none too well supplied.

Linseed Oil.

A monthly report dealing with the position of linseed oil states that the first official estimate of the Argentine crop was published a few days ago, and places it at 990,000 tons, of which it is anticipated that 900,000 tons will be exported. Experience over the last few years has shown that the Argentine Government estimates are generally fairly reliable, so that after all there is no basis for an appreciable rise in prices so far as supplies are concerned. It is true that the outlook in India is poor, and that North America, apparently, has no more than enough linseed to satisfy her own requirements; but, on the other hand, there are not the large "holes" in stocks to fill up this season as was the case last year. The most disturbing feature in the market lies in the demand from the soap-trade for linseed oil. We believe that the new hardening process is being rapidly adopted by many large manufacturers both here and on the Continent, although up to the present it does not appear to have found favour in the U.S.A. It is claimed by some authorities that the soap-makers will probably consume from 100,000 to 130,000 tons of linseed oil in 1914. This is equivalent to 20 to 25 per cent. of the total world's expected exports of linseed during the year, and naturally, therefore, must affect prices if realised.

Alexandrian Senna.

The United States Consul at Alexandria reports to the Bureau of Foreign Commerce regarding the imports of senna from the Sudan Valley. Statistics show that senna was sent out of the Sudan during the first six months of 1912 to the quantity of 1,164,459 lb. The United States received of this product about 109,000 lb. The total exports of senna to the United States from Egypt are recorded by the officials as aggregating about \$86,000 worth, or more than twenty times the aggregate received from the Sudan region. In commenting upon this senna production and importation from the Sudan region, this report says: "The senna exported from Egypt is gathered from shrubs growing wild in the Anglo-Egyptian Sudan and the Red Sea districts of Arabia. The Sudan variety is the *Cassia acutifolia*, which furnishes Alexandrian senna, and the Arabian is the *Cassia angustifolia*, which supplies the senna called Mecca, Arabian, or Indian. Senna is gathered once a year, in October, the size and quality of the crop depending upon the abundance of the rainfall. The leaves and fruit are allowed to dry on the branches. The product is classified in four grades, as follows: Whole leaves, half-leaves, broken bits, and fruit (bean). Senna, not being a product of Egypt, is not taken note of in any Governmental agricultural publications, and is not specified in Egyptian Customs statistics. The Sudan Government quotes the prices of senna at the various villages in its monthly price current, but these prices are of little value as a criterion of either the crop or the market conditions, being the prices paid for the unassorted and ungraded product as it comes from the trees."

Indian Opium Revenue.

The "Times," in its annual financial review, deals with the Indian opium revenue, which is of great interest at the present time. In the accounts for the financial year 1911-12 the net revenue from opium stood at 5,228,212*l.*, and the Budget estimate for 1912-13 assumed that there would be a net revenue of 2,930,700*l.*, whereas the revised estimate amounted to 4,503,500*l.* This increase in the net opium revenue over the Budget figures was, as in the previous year, due to the high prices realised, and not to an increase in the number of chests sold, the price obtained for certified opium averaging Rs. 5,063 per chest, compared with the Budget estimate of Rs. 2,450, and with the sale quotations of the previous year of Rs. 3,456. The Budget estimate for the financial year 1913-14 assumes a net revenue from opium of only 306,000*l.* The outlet for Indian opium having been stopped, and even the quantity available for export to markets outside China reduced, the Budget estimate for the current financial year assumes that there will be no revenue at all from certified opium, while the sales of uncertified opium for the present calendar year are being reduced from 13,200 to 9,000 chests. The effect on Indian finances is that a revenue which reached a total of 3,570,000*l.* in 1907-8, and which from special causes was 6,271,531*l.* as recently as the year 1910-11, has now for all practical purposes disappeared.



Memoranda for Correspondents.

All communications must be accompanied by the names and addresses of the writers, otherwise they cannot be dealt with. Queries by subscribers on dispensing, legal, and miscellaneous subjects connected with the business are replied to in these columns if they are considered to be of general interest. Correspondents are requested to write each query on a separate piece of paper. Every endeavour is made to reply to queries without delay, but insertion of the replies in "the next issue" cannot be guaranteed, nor, as a rule, can they be sent by post. Letters submitted for publication (if suitable) should be written on one side of the paper only. Their publication in "The Chemist and Druggist" does not imply Editorial agreement with the opinions expressed.

Dental Chemists.

SIR,—Not to overwork the subject, I would like to say that I do not consider the "travelling dentist" referred to by Mr. Benson Harries as any worse than the dental chemist, who is, moreover, as often as not art and part in the endeavour to hoodwink the public. I say "art and part" because a pharmacy is a first choice as a place of call. On the question of fees mendacity is rampant. Certainly the practitioners referred to are not in a position to supply at a cheaper rate, neither do they do so if that calamity may be avoided. Who pays for all the advertising, &c., but the ultimate patient? The whole matter of prices and fees is easily tested. Let Mr. Benson Harries make a call as a private individual, or even make a few inquiries amongst patients.

Yours, &c.,

REGISTERED AND QUALIFIED. (84/62.)

SIR,—The editorial in your issue of January 10 relative to the discussion on the attitude of registered chemists towards the practice of dentistry should have a salutary effect. Mr. C. T. Allen's remarks are extremely sound, and were no doubt appreciated by the majority of registered chemists. The greater portion of the material forming the replies to Mr. Allen's letter is "tosh," exemplifying an extraordinary amount of ignorance and blatant self-conceit, which the gentlemen responsible would themselves realise would they only follow Mr. Allen's advice and take the dental diploma. On this matter I must differ from the remarks in the editorial of January 10. It is a subject on which I cannot be accused of ignorance, as was Mr. Allen, because I am speaking from personal experience. The conditions of qualification are neither arduous nor expensive for a registered chemist possessing an average intellect and a desire to qualify. There is no question of jealousy on the part of the qualified dentist, for no dentist who gives ordinary attention to his practice need lack patients, and a registered chemist after passing through the dental curriculum should not fail to make a successful dental surgeon, though principally on account of his business training and not by reason of his "knowledge of antiseptics," and he would be welcomed by those who have already taken the dental diploma. It is futile to talk about the public welfare, as it is obvious that the chemist with a variety of side-lines is "on the make," and it is for the purposes of gain that he continues to add thereto. At the same time I think a certain amount of protection should be afforded to the general public. I am honorary radiologist to one of the London dental hospitals, and a large number of patients I am called upon to see are present at the hospital as the direct result of malpractice at the hands of unqualified practitioners, including registered chemists. I wish to express my appreciation of Mr. C. T. Allen's letter, and hope that many registered chemists may follow his advice.

Yours truly,

ALFRED BARRITT, L.D.S.

162 Charing Cross Road, W.C.

A Reflection on Reflections.

SIR,—There is something pathetic in "Xrayser II.'s" reflections on twelve months' working of the Insurance Act. It is evidence of the *dry rot* which has for ages permeated the wooden foundations of pharmacy and has reduced it to what he aptly describes it as a "desultory occupation." He says that a friend of his who has dispensed 10,000 prescriptions is on the whole satisfied with the profit, and if the whole truth be told has arrived at his conclusions by a process of guessing instead of facts and figures. He acknowledges that bookkeeping is an abhorrence to him, yet he gives advice, is satisfied with his predictions, trusts to chance, and hopes for the future. He knows that "the increment has been well earned," that one more year's hard labour has been completed; he has done his duty in that state of life to which it has pleased God to call him, and until the advent of St. David in the year 1913 his virtues were not recognised by the State. By a strange coincidence the firm with which I am connected (Chave & Jackson) have also dispensed about 10,000 prescriptions, with an increase in the gross return of about 300*l.* per annum, but the net profit if exposed might prove a shock to some who have again signed the blind and iniquitous contract, or it might induce some of the younger members of the craft to take up this or some other form of gambling. Suffice it to say that we have retired from the panel, have no desire to inflate our returns in 1914, and have freely distributed the rare and refreshing fruit to those who can better appreciate its tonic and invigorating properties.

Yours truly,
J. J. JACKSON (Firebrand of Hereford).

Hampshire Insurance Accounts.

SIR,—My attention has been drawn to a letter in your last issue from Messrs. Turner & Co., of Basingstoke, complaining of the delay in payment of chemists' accounts by the Hampshire Insurance Committee. On behalf of the panel chemists who are members of the Hants County Pharmacists' Association I wish to state that our experience has not been the same as that of Messrs. Turner & Co., as we have all received payment of 90 per cent. of the amount of our accounts for the two quarters mentioned in their letter. In December our Association was asked to send a deputation to the Medical Benefit Sub-Committee of the County Insurance Committee. The only complaint our deputation had to make with regard to the payment of accounts was the delay in checking of the pricing of the prescriptions by the Medical Officer of Health's department, and the consequent delay in paying the balances due. I think Messrs. Turner's letter proves conclusively that it is absolutely necessary for every panel chemist to join up with his local Association, and to use the Association as the means of conveying complaints to the Insurance Committee. Had Messrs. Turner been members of our Association and placed the matter in the hands of our deputation it would have been brought to the notice of the Medical Sub-Committee last December, and no doubt the trouble would have been cleared up long before this. Had all the panel chemists in the county been members of the county Association and made the Association the channel for communicating with the Insurance Committee instead of going individually to the Committee, we should not have experienced the trouble and delay in the checking of our prescriptions and the holding over of the balances of our accounts. As the county Pharmaceutical Committee meets on January 28 I suggest that this would be an excellent opportunity for Messrs. Turner to have the matter discussed.

Yours faithfully,
C. H. BAKER,
Cosham, Hants.

Proprietaries in Insurance Prescribing.

SIR,—With reference to your leading article in the *C. & D.* of January 17, on "Prescribing Proprietaries," I would point out that synthetic products are prescribed in Germany on an enormous scale, and a large number of those you quote are absolutely indispensable to every doctor. The very fact that so many are included in the official medicine tariff is proof of their general use, for the tariff does not by any means contain all drugs in daily

use. It is well known that British doctors, with few exceptions, are extremely slow to adopt modern remedial agents, the products of scientific research, and in this connection it is also significant to note that British chemical manufacturers are responsible for the introduction of only a negligible quantity of synthetics, compared with the output of Germany. However justified a conservative attitude may be with regard to holding fast to the well-tried standbys of the Pharmacopoeia, practically every reputable synthetic shows a therapeutic advance in some direction; the inclusion of a fairly large number of this class of products in recent Pharmacopoeias is sufficient proof that they have been fully tested and found useful and efficient remedies.—Yours truly,

APOTHEKER. (95/16.)

SIR.—It is a great pity that your leader "Prescribing Proprietaries" will not be read, pondered, and thoroughly assimilated by every panel doctor, as well as every panel chemist, in the land. It is broad-minded, just, and as definite as current terminology and the limitations of your article would permit. But there is utter confusion in the minds of many chemists and doctors with regard to :

Ethical Patent Medicines (necessarily non-secret by virtue of the patents) sold only on prescriptions.

Unethical Patent Medicines advertised to the public.
Secret Remedies (always unethical).

Ethical distinctive name remedies of known composition, sold only on prescription.

Unethical ditto, advertised to the public.

Ethical "brands," distinguished by a recognised standard of quality, and sold only on prescription.

Unethical ditto, advertised to the public.

All of the foregoing are quite commonly classed under the single term "proprietaries," without distinction, and are looked upon as being wholly bad or wholly legitimate, according to individual predilection, and so far as restrictions have been placed upon prescribing by Insurance Committees, ethical proprietaries certainly have suffered through this confusion of thought. It is no longer a sin to own, and to control the sale of, a remedy. Nearly all of the great modern remedies are proprietary. The cost of research and introduction could not otherwise be met. This is a point that comparatively few people think worthy of consideration. Unfortunately, it cannot be denied that there are drugs of inferior quality in the market. The Pharmacopoeia itself is far behind modern pharmaceutical practice in the matter of standards. A doctor cannot choose the chemist who will dispense his prescription, therefore with regard to a host of drugs the only assurance of quality that he has lies in the specification of a proprietary or "branded" article. With regard to expense, it necessarily is true that in many cases a proprietary article of an original nature, which has to bear the expense of discovery and introduction, costs more than an imitation, and usually is a vastly superior article. But branded goods, of published formulas, can generally be dispensed by a chemist under the Insurance Act not only as cheaply, but with greater profit to himself than the same prescription compounded in his own pharmacy.

PHARMACEUTICUS (97/80.)

Xrayser on Book-keeping.

SIR.—I am glad to see "Xrayser II." also girding at the trade on this subject. It is ten years since I first began to write on book-keeping, and if "Xrayser" had cared (as I have tried) to buy some thirty or forty businesses which were for sale he would have found that perhaps not every seller was desirous of having figures quandy to show. The very last thing some of them want is to be *au fait* with facts; they (and their wives) seem to me to desire nothing so much as to spend twice as much as they are actually making; to have a good time, even if only for a few years; to be up alongside of some other woman whose house has electric light and new wallpapers and fancy furniture. Some of the wholesale houses could a tale unfold about the want of books, often mere bluff, and the huge housekeeping bills and

generous weekly wages withdrawn by the innocent and lawlike debtor.

Of course, Mr. Xrayser is not among that clique, and as he has said that, like me, he has a sub-post office at his business, he will be all the more ready to adopt a simple plan rather than some of the high-powered systems which are to be had to-day. During the next week or ten days I will send him one of my new private ledgers with my blessing. It has had seven years' practical trial, and the latest edition has taken me many weary weeks' work to boil down the explanatory matter into a few short notes. The simplicity of the book is an outcome of the fact that I never got across the *pons asinorum* problem in Euclid; had I done so I might have easily invented a book which would have told a buyer just how much the seller of a business did not take in cash returns the year before last. My book merely tells what he did take.

When a trade which thinks in grains begins to keep books, after trading for several centuries without books, they naturally want something like the National Insurance tariff, which still requires a lot of mental gymnastics before you can find the price of the latest ointment for malingering. However, the 1914 tariff is a great improvement, and the voice of "Xrayser" may be the voice of a multitude. I know the druggists! the leper of old who scorned the bath in the Jordan is not in it with their hatred of simplicity, and their eagerness for fearsome and involved methods of doing a little bit of work. If our Standing Committee had all kept books for seven years (or even one year) before their eminent fitness for such work got them elected, then we might have got a tariff which would have included therein the services of men at 50s. a week. They forgot men, didn't they? One Lancashire Association long ago registered its resolution that a man at 50s. a week could not earn his own wages, and it needed Glasgow and others to eliminate some of the more involved calculations before any of us could send in an account in decent time. So that "Xrayser's" desire to see our accounts go in in time depends on the want of book-keeping mainly, though the real fault lies with the tariff and the men who made it. The whole history of the drug-trade and our educational entanglements, which employers are all paying for dearly now in scarcity of labour, is a record of burdens assumed in blissful and cheerful ignorance of the logical consequences. One more burden was the National Insurance: "One more river to cross"—and if my book helps "Xrayser" to cross any one of the rivers which surround him and every one of us, then I shall have convinced him that my ideas on Insurance were based on actual knowledge of the figures of my business, and not on a basis of "hot air."

JAY MACK.

Dispensing Difficulties and Notes.

Readers are advised to consult "The Art of Dispensing" in regard to difficulties of compounding. We welcome fresh problems for experiment and elucidation in this column, and invite the co-operation and correspondence of dispensers.

A Mysterious Precipitate.

P. H. S. (95/39) has obtained a precipitate in the following mixture:

Liq. Fowlerii	...	...	...	3j.
Ext. ergote liq.,				
Tr. valer. ammon.	...	...	aa.	5j.
Sodii brom.	...	...	...	3iv.
Spt. ammon. co.	...	...	...	3vj.
Glycerini	...	...	...	3iij.
Aq. chlorof. ad	...	...	...	3xij.

Fiat mistura.

He says it is light-brown or yellow.

[There should not be a precipitate in this mixture. There is nothing in it to produce one. There is a cloudiness, resulting from the essential oils in the aromatic spirit of ammonia and the ammoniated tincture of valerian being thrown out of solution by the chloroform-water, which may, after the mixture has stood for some days, form a very thin whitish deposit, but it does not deserve to be described as a precipitate; and as it takes so long to appear, it would not be noticed in the ordinary course of taking the mixture. The deposit we take to be emulsified essential oil carried down by a trace of "salted-out" chloroform.]

Insurance Dispensing Queries.

COMPANIES ON THE PANEL.—*Cymro* (193/12).—A limited company with three shops and two qualified chemists only on the staff cannot dispense Insurance prescriptions in all the shops, only in the two which are *bona-fide* conducted by registered chemists. That is a fundamental condition of getting on the panel. See *C. & D. Diary*, p. 228 (iii), also Companies on p. 474.

DRUG-STORE CONTRACTOR.—*S. E.* (91/18) asks advice in regard to a drug-store man in his locality, who is on the panel for the supply of medicines and appliances, scheduled poisons excluded. The contractor has not served an apprenticeship to a chemist and druggist, but was engaged by a doctor, and was in business on his own account for several years prior to the passing of the National Insurance Act. [So long as this contractor does not dispense Insurance prescriptions, and confines his operations to the supply of medicines and appliances which are free from scheduled poisons, he is strictly within his rights.]

MILE LIMIT.—*J. H.* (94/28).—No definition is given in the Act or Regulations as to the meaning of "mile," nor is it necessary because Regulation 12 states that where an insured person is resident in a rural area at a distance of more than one mile from the place of business of the nearest chemist supplying drugs and appliances, or when other conditions apply which make it difficult for insured persons to obtain any necessary drugs or appliances from a chemist, the Committee may enable the panel doctor to furnish the drugs and appliances. Such a question as "is the distance a radius measurement, or is it a measurement by the nearest road from the patient's house to the doctor's residence?" is one for each Insurance Committee to determine when deciding which insured persons the panel doctor shall have the right to dispense medicine for. See also *C. & D. Diary*, p. 230, "Mile Limit" paragraph.

Legal Queries.

The majority of difficulties in regard to trade law are anticipated by the legal information printed in "The Chemist and Druggist Diary," 1914. See especially pp. 459-499.

Sheffield (94/27) asks if it is in order for unqualified persons to display coloured carboys in their windows. [Yes; the Pharmacy Acts merely prohibit unqualified persons using the statutory titles and dispensing or selling poisons.]

Jacobus (92/62) asks if a person who is in dental practice, but not registered under the Dentists Act, and who holds certificates as an assistant to an apothecary, and of doctor of mechanical therapy and doctor of optics from a United States body, may legally describe himself as M.T., U.S.A. [From the Dentists Act point of view he may, as these suffixes appear to have no reference to the practice of dentistry. It is important that unregistered dental practitioners should note that the use of such suffixes as D.D.S. has been held to be unlawful by such persons, although they actually hold American diplomas of doctor of dental surgery.]

In a Fix (192/20).—(1) A owned two adjoining houses. Four years ago he sold house No. 1 to B, who agreed in writing to pay B an annual sum for allowing the pipes, which drained and supplied water to house No. 2, to remain under the property purchased by B. Under the agreement B could disconnect the pipes on giving seven days' notice. A year ago C, who for some years had been lessee of house No. 2, purchased it, with notice that there had been some arrangement between A and B with regard to the drain and water pipes. C has not paid the annual sum for the use of the pipes, and B threatens to disconnect them. Is he entitled to do so? (2) Soon after B bought his house he built a workshop over the kitchen, which obstructs C's view and a certain amount of light. C has not at any time objected to the additional building, and wishes to know whether he can now have it removed. (1) C should endeavour to come to some arrangement with B. When purchasing his house, C knew that A and B had entered into an agreement as to the use of the drain and water pipes, and, in our opinion, C is bound by the terms of the agreement. If B reserved a right to disconnect the pipes he is entitled to exercise it; and, in fact, he is entitled to do so in any event, unless C has acquired or reserved a right to the use of the pipes running under B's house. (2) C could only have the workshop removed if it seriously interfered with the occupation of his premises by interfering with the flow of light and air. In any case it is probably too late to take action, since legal proceedings in such cases must be taken promptly.]

Miscellaneous Inquiries.

We do not undertake to analyse and report upon proprietary articles, and when samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how.

We do not as a rule repeat information which has been given in this section during the past twelve months, as it occupies space which can be more profitably utilised for other information. In such cases the numbers are mentioned, and if querists cannot refer to these they may obtain the numbers from the "C. & D." Office at the published price, usually 6d.

W. H. N. (88/33).—CULTIVATION OF HYDRASTIS CANADENSIS.—Very little has been published on this subject. Professor J. U. Lloyd informed the American Pharmaceutical Association in 1905 that *Hydrastis canadensis* can be very easily raised by transplanting the entire root. Since the root bears prolific lines of reserve buds from end to end, any of which will sprout the year the cutting is made, it was stated that it is easy also to multiply the plants the season the cuttings are made. Dr. Kraemer subsequently stated that protection by means of shrubs and trees from the sun, beating rain, and wind is of more importance than the question of the soil required. We cannot advise you as to your prospects of success in cultivating this plant at Manchester, but, possibly the Curator of the nearest botanical garden may be able to give you some information.

R. McC. (92/44).—We shall be glad to hear the result of the analysis of the cow cough-powder.

W. S. (87/64).—FRECKLE-REMOVERS.—The following recipes from "Pharmaceutical Formulas" are good:

<i>Lait Antéphlélique</i>	<i>Rose Freckle-lotion</i>
Pulv. camphore ... 9j.	Zinci sulphocarbol. 3ss.
Ammon. chloridi ... 5ij.	Glycerini ... 3ss.
Spt. rosæ ... 5ss.	Spt. rectifiat. 5j.
Liq. hydrarg. per- chlor. ... 5x.	Tr. cocci ... 3ss.
Albuminis ... 5ij.	Aq. flor. aurantii ... 5ij.
Aq. destillat. ad ... 5xx.	Aq. rosæ ad ... 5vij.
	M.

Triturate the powders and add the spirit, then the liquor, and shake until clear. Mix the white of egg with 2 oz. of water in a mortar and slowly add the mercurial solution, making up to a pint with water.

W. E. C. (89/3).—LIVER-SALT.—The following is stated to be the composition of the class of liver-salt to which you refer:

Sodium chloride ...	... 13 parts
Sodium sulphate ...	... 26 parts
Sodium phosphate 30 parts
Sodium bicarbonate 18 parts
Citric or tartarie acid, to make	100 parts

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Ammon. Brom., P.B., 1 cwt. @ 2/1d. lb.; 7 lbs. @ 2/3d. lb.	Ol. Geranii Gall. Opt., 1 lb. @ 28/- lb.; 8 1-oz. bots. @ 2/3 oz.; 1 oz. @ 2/6 oz.; Turc., 1 lb. @ 12/6 lb.; 4 ozs. @ 15/- lb.	* Tinct. Catechu, P.B., 5 lbs. @ 2/8 lb. ; bond, 7d. lb. Aquos, 1/- lb.
Bals. Copaiæ, pure, 44 lbs. @ 2/2 lb.; 9 lbs. @ 2/5 lb.; 1 lb. @ 2/9 lb.	Ol. Juniperi Bacc., B.P., 4 lbs. @ 3/6 lb.; 1 lb. @ 3/10 lb.; Ligne Exot., 1 cwt. @ 1/2 lb.; 28 lbs. @ 1/4 lb.; 9 lbs. @ 1/5 lb.	* Tinct. Chlorof. c. Morph., B.P., 1885, 5 lbs. @ 2/- lb. ; bond, 1/6d. lb.
Bismuth, P.B., Carb., 28 lbs. @ 8/8 lb.; 7 lbs. @ 8/10 lb.; 3 lbs. @ 9/1 lb.; 1 lb. @ 9/3 lb.; subnit. 1/- lb. less.	Ol. Lavandæ Flor., 5 lbs. @ 13/- lb.; 1 lb. @ 13d. lb.	* Tinct. Cinchon. Comp., B.P., 5 lbs. @ 3/5 lb. ; bond, 1/0d. lb. Aquos, 1/4 lb.
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Cocaine Hydrochlor. B.P., 25 ozs. @ 5/- oz. ; 4 ozs. @ 5/7 oz.; 1 oz. @ 6/3 oz.	Ol. Myristica, 7 lbs. @ 2/10 lb.; 1 lb. @ 3/2 lb.	* Tinct. Digitalis, B.P., 5 lbs. @ 2/8 lb. ; bond, 6d. lb. Aquos, 1/- lb.
Cream Tartar, 98% powder, 1 cwt. @ 94/6 cwt.; 7 lbs. @ 11d. lb.	Ol. Nucis Pallid, 45 galls. @ 3/8 gall. ; 2 gall. tins @ 4/6 per gall.	* Tinct. Gelsem. P.B., 5 lbs. @ 2/10 lb. ; bond, 6d. lb. Aquos, 1/3 lb.
Disinfectant Fluid, soluble, 45 galls. @ 1/- gall. 5 galls. @ 1/4 gall.; 1 gall. @ 1/8 gall.	Ol. Olivæ, P.B., good yellow, guaranteed pure, 45 gall. Barrels @ 4/10 gall.; 2-gall. tins @ 5/6 gall.; fine cream, 9 lb. tins @ 7/2 each.	* Tinct. Gentianæ Comp., B.P., 5 lbs. @ 1/11 lb. ; bond, 7d. lb. Aquos, 1/- lb.
Ess. Limonis (oil), original coppers, 12 lbs. @ 10/6 lb.; 6 1/2 lb. bots. @ 11/4 lb.; not guaranteed absolutely pure.	Opium Turc. B.P., 14 lbs. @ 16/8 lb.; 3 lb. @ 17/8 lb.; 1 lb. @ 18/2 lb.; powder, 6d. lb. extra.	* Tinct. Hyoscyami, B.P., 5 lbs. @ 2/5 lb. ; bond, 7d. lb. Aquos, 1/5 lb.
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		* Tinct. Lavandulæ Comp., B.P., 5 lbs. @ 3/10 lb. ; bond, 7d. lb. Aquos, 1/- lb.
		* Tinct. Myrræ, B.P., 5 lbs. @ 3/9 lb. ; bond, 9d. lb.
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” Rhei Conc., 1 to 7, 6 lbs. @ 1/6 lb.	Sodii Salicyl. Pulv., 7 lbs. @ 1/5 lb.; phys. pur. 28 lbs. @ 2/1 lb.; 1 lb. @ 2/4 lb.	” Acid. Carbol., B.P., 28 lbs. @ 8d. lb. ; 7 lbs. @ 9d. lb.; 1 lb. @ 11d. lb.
” Rosa Acid. Conc., 1 to 7, 6 lbs. @ 1/8 lb.	Syr. Aurant. P.B., 7 lbs. @ 9d. lb.	” Galla, P.B., 7 lbs. @ 1/- lb.; 1 lb. @ 1/2 lb.; c. Opio, 7 lbs. @ 2/10 lb.
” Senegæ Conc., 1 to 7, 6 lbs. @ 2/4 lb.	” Ferri Iodid, P.B., 7 lbs. @ 1/5 lb.	” Hydrargyri, B.P., 28 lbs. @ 1/9 lb.; 7 lbs. @ 1/11 lb.
” Valerian Conc., 1 to 7, 6 lbs. @ 1/3 lb.	” Ferri Phospb. Co., 7 lbs. @ 5d. lb.	” Hydrarg. Ammon., B.P., 28 lbs. @ 11d. lb.; 7 lbs. @ 1/2 lb.
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” Bellad. Metb., 5 lbs. @ 1/5 lb.; 1 lb. @ 1/8 lb.	” Rhei, P.B., 7 lbs. @ 8d. lb.	” Sulphuris, B.P., 28 lbs. @ 8d. lb.; 7 lbs. @ 9d. lb.
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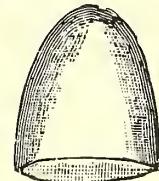


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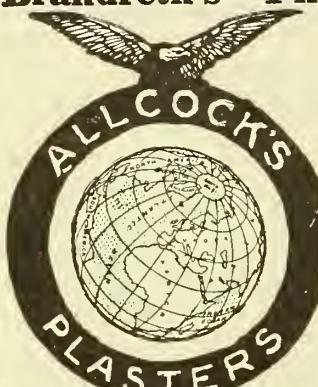
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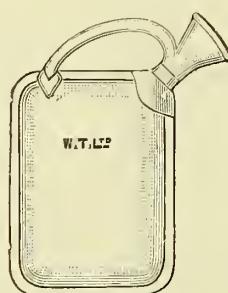
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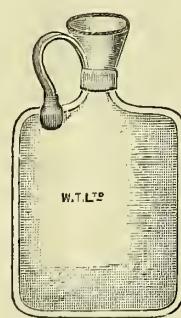
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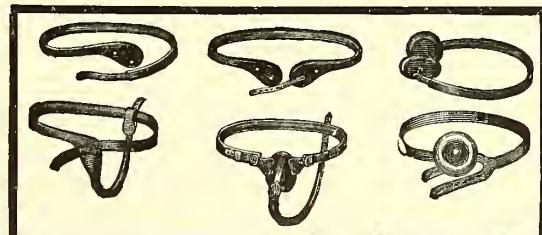


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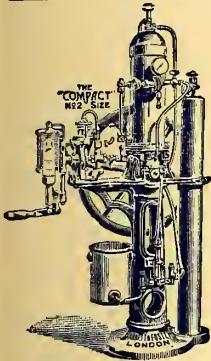
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49  
HIGHEST AWARDS.



## “COMPACT” complete Soda-water Machine

For use with Compressed Carbonic Acid Gas is specially designed  
FOR CHEMISTS, and is provided with one or more filling machines.

**Occupies little space.** Ready for immediate use. Requires no fixing.  
Produces Soda-water, Lemonade, etc., of the highest quality and greatest purity.

### PRICES—

|                                                                                         |         |
|-----------------------------------------------------------------------------------------|---------|
| No. 1.—Capacity 1,200 dozen per day, including Filling Machines for Bottles and Syphons | ... £60 |
| No. 2.—Capacity 600 dozen per day, including Filling Machines for Bottles and Syphons   | ... £48 |
| No. 3.—Capacity 300 dozen per day, including Filling Machines for Bottles or Syphons    | ... £33 |

We also make a smaller machine at £20.

**THE PERFECTION OF SIMPLICITY.** AUTOMATIC CARBONATION.  
To those who can spare space in which to generate their own gas, we offer the  
“Niagara” machines advertised below.



## “NIAGARA” Soda-water Machine

(Continuous Action).

This machine is superseding all other types for the  
manufacture of FIRST-CLASS Aerated Waters, and is  
in use in most of the leading manufactories through-  
out the world

**PRICES, COMPLETE, from £30,**  
FITTED FOR HAND AND POWER  
Particulars of Larger Sizes on application.

NOTE.—These machines are sent out by us complete and ready for work.  
We include all necessary connecting pipes **without extra charge.**  
No “extras” to pay for after buying our machines.

## STUDY QUALITY—AS CHEMISTS MUST—

By Bottling on our Latest Types of  
Filling Machines. We Guarantee the

## Highest Quality Soda-water at 60-lb. Pressure!

thereby Saving Gas, avoiding Bottle-  
breakage and improving quality  
of Products. The secret:

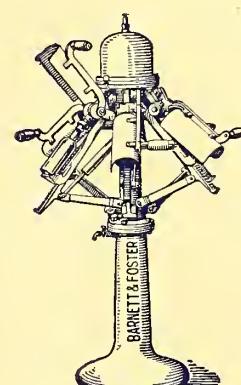
## BACK PRESSURE—PROPERLY APPLIED.

Particulars of the “GAS-SAVER,” for  
filling Codd’s and Niagara Bottles;  
The “ROUNDABOUT,” for filling  
Corked, Crowned and Screw Bottles  
sent on application.



THE “GAS-SAVER,”  
Price £60

## SAVE MONEY.



THE “ROUNDABOUT,”  
in 6 sizes, prices from £25

CATALOGUE of all our Manufactures, Including Syphon-filling Machines, Syphons, all classes of Bottles, Modern Bottle-washing  
Appliances, Ice and Refrigerating Plant, Essences, Flavourings and Drugs, and every requirement of the trade sent FREE on  
application to—

**NIAGARA WORKS, 26<sup>th</sup> EAGLE WHARF ROAD, LONDON, N.,**  
AND AT BOLTON, LANCS.

# WINTER SPECIALTIES

## Oatmeal Cream.

THE REMEDY  
FOR CHAPPED HANDS.

ARTISTIC SHOWCARDS  
FREE.

WRITE FOR SAMPLE.

PER DOZEN TUBES **3/6**

Each tube in separate Carton  
6d. per dozen extra.



PROPRIETARY NAMES, such as "SMITH'S WINTER CREAM," specially printed on Six Dozen.

Large hand-coloured Proprietary Showcard  
FREE WITH ONE GROSS.

## Cinnamon and Quinine Capsules.

Protected Retail Price **1/-**

Name & Address on 1 dozen.

Showcard Free.

Price  
**5/6** PER  
DOZ.

At same price—  
Ammoniated  
Quinine  
(1 drachm)  
and  
Cinnamon and  
Ammoniated  
Quinine.



## Formapine Tablets.

PINE AND FORMALIN  
CHOCOLATE-COATED.

Protected Retail Price **7 1/2**

PER DOZ. **3/6**

SHOWCARDS FREE.



## Cold Cure Tablets.

THE SMARTEST AND MOST SALEABLE PACKAGE.

"The Grecian"  
Design.

Price  
**2/6** PER  
DOZEN.  
**27/-** PER  
GROSS.

SHOWCARDS  
FREE.



**The Standard Tablet & Pill Co.  
LIMITED**  
HOVE, ENGLAND

# THE CHEMIST & DRUGGIST SUPPLEMENT.

OFFICE: 42 CANNON STREET, E.C.

SATURDAY JANUARY 24, 1914

Telephone Number: Bank 852 (two lines). Telegraphic Address: "Chemicus. Cannon London" (charged as two words)

A COPY OF THIS SUPPLEMENT IS INSERTED IN EVERY NUMBER ISSUED OF "THE CHEMIST & DRUGGIST."

## NEXT WEEK

This Supplement must be put to press earlier than usual. It will be an exceptional issue with an augmented circulation, and therefore of the highest advertising value. But it should be carefully noted that the insertion of any announcement received after

2 p.m. on Thursday, January 29,

cannot be guaranteed in the issue of January 31—

## THE WINTER ISSUE

*Advertisements received after the time named will be inserted in the Supplement of February 7.*

## CHEMISTS' TRANSFERS.

**Messrs. ORRIDGE & CO., 56 Ludgate Hill, E.C.**

May be consulted at their Offices on matters of SALE, PURCHASE, and VALUATION.

1.—KENT (Suburban).—Dispensing and Retail Business in close proximity to busy Railway Station; returns about £2,400, increasing; the shop is well fitted; comfortable residence; terms, valuation of stock and fixtures and sum for goodwill to be arranged equitably.

2.—LONDON, S.E.—Retail and Dispensing Business in nice suburb; returns under indifferent management £638; handsomely fitted shop and good stock; convenient house; held on lease; terms, valuation of stock and fixtures; part payment entertained.

3.—LONDON, W.—Good-class Business, Retail and Dispensing; established many years; returns, present rate, £1,500 per annum; good prices are obtained; excellent residence; held on long lease; further details on application.

4.—LONDON, N.W.—Old-established Business; held by vendor upwards of 25 years; returns average £250; rent £60; to effect a speedy transfer vendor will accept £400.

5.—LONDON, S.W.—Good-class Retail and Dispensing Business; capital position; returns about £1,200 per annum; net profit 25 per cent.; price £300.

6.—MIDDLESEX.—Ready-money Business, with Optical connection; returns, present rate, £1,600; gross profit 50 per cent.; attractive shop, double fronted; main thoroughfare; price £1,100, or near offer.

7.—ESSEX (few miles out).—Retail and Dispensing Business; established many years and held by vendor 20; returns average £600 per annum; net profit £220; comfortable residence; rent £33; price £260.

8.—Good-class Dispensing and Retail Business, situate in fashionable Health Resort on South Coast and returning over £2,000 per annum; terms, lease and goodwill £100, stock and fixtures at a fair valuation.

9.—LAKE DISTRICT.—Old-established Business; returns show a steady increase, present rate £1,400 per annum, at fair prices; well-appointed shop and large stock; rent £40; price £825; books open to inspection.

10.—SUSSEX.—Good-class Retail, Dispensing, and Photographic trade; returns, present rate, £700, at fair prices; large residence; held on long lease; rent £35; price £325.

11.—LANCS.—General Retail and N.H.I. Dispensing; returns, present rate, £766 per annum; net profit £260; double-fronted shop; rent £45; price £525.

12.—SOUTH OF SCOTLAND.—Good-class Retail and Dispensing Business; returns last year £1,120, at fair prices; double-fronted shop, corner position; rent £60; vendor's own property; lease if desired; terms, valuation of stock and fixtures.

13.—WEST OF ENGLAND (Health Resort).—Good-class Retail and Dispensing Business; returns about £1,200 per annum; net profit £370; excellent well-built house; rent £60; sublet £50; full investigation courted.

14.—HANTS (Good-class Town).—Retail and Dispensing Business; good opening for Side-lines; returns average about £700 per annum; net profit £275; exceptionally good house, all in good repair; terms, £50 and valuation of stock and fixtures.

## VALUATIONS FOR STOCKTAKING.

Messrs. O. & Co. desire to emphasize the necessity of a Periodical Statement of Account, by which means alone Profit, the value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted, and eventually becomes the cause of confusion and loss.

Messrs. O. & Co. are prepared to undertake these essential duties, and will make Special Terms for such services.

**ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C.**

# BRETT & CO.

Licensed Valuers,

73 LAUREL ROAD, LEICESTER.

Telegrams, "Brett Leicester."

Telephone 1934.

F. J. BRETT, M.P.S.,

GIVES PERSONAL ATTENTION TO ALL VALUATIONS.  
NO CHARGE TO BUYERS.

AGENCY.—We have always a large number of *Buyers* on our books, and we can frequently find a purchaser at once. We also have a *Private Register* for vendors who are in no hurry to sell, and who do not wish their businesses to be advertised.

**STOCKTAKING SPECIALISTS to the Entire DRUG TRADE.**

NORTH-EAST COAST.—Returns £765; good-class Suburban Business, steadily increasing; large corner shop and house; sole cause of sale, owner taking a much larger concern; price £450.

YORKS.—Returns £780, steadily increasing, and plenty of scope; large shop, good house, and large garden; net profit £250; price £450.

SURREY.—£1,000 returns; good medium-class Retail in desirable locality; Optics, which could be very largely increased; family illness sole cause of sale; price £550; part can remain.

NOTTS.—Returns £1,000; General Light Retail and own Specialities; practically under Assistant, owner having no time to attend to it; price £675.

YORKS (Coast).—Light medium-class Retail, with fair Dispensing; returns £850, increasing; large shop in good situation, with exceptionally convenient store-rooms and house; price £550.

LONDON.—Returns £1,300; net profit £300; Light Retail and Dispensing; large double-fronted shop, good house; lease; price £800.

DEVONSHIRE.—Returns £1,200; General Light Retail, Dispensing, and own Preparations; in main thoroughfare of large town; very good house; price £800.

Valuations conducted upon the shortest notice at moderate fees.

# PARSON C. BAKER, 36 WOODSTOCK AVENUE, GOLDFRAS GREEN, N.W.

Correspondence addressed as above reaches me earlier than if sent to

174 VICTORIA STREET, S.W.

PARSON C. BAKER has a number of businesses in London and the Country, Norfolk, Bedfordshire, Surrey, South Wales, Yorkshire, Devon, Nottingham, Middlesex, Hampshire, etc., offering exceptional advantages to purchasers, who are cordially invited to state their requirements as to locality preferred, class and size of business desired, and the amount of capital they wish to invest.

PARSON C. BAKER, having had long and varied experience in every class of business, makes a speciality of investigation and examination of businesses for purchasers, and invites correspondence. Terms very moderate.

Valuations, whether for sale, accountancy, or probate, personally conducted at moderate charges.

## THOS. TOMLINSON & SON

CHEMISTS' VALUERS, TRANSFER AGENTS,  
AND EXPERT STOCKTAKERS,

45a MARKET STREET, MANCHESTER.

ESTABLISHED OVER HALF A CENTURY.

Telegraphic Address: "Tomtom."

We desire particularly to draw the attention of Colorful and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

# MESSRS. BERDOE & FISH,

Chemists' Valuers and Transfer Agents,

35 JEWRY STREET, FENCHURCH STREET, CITY.

TELEPHONE: 1809 CENTRAL.

Have the following businesses for Disposal. (No charge to Purchasers.)

1.—WESTERN COUNTY.—Good modern Cash Retail Business, delightfully situated; returns £2,400; net profit £650 clear; excellent premises; very best position; handsome Pharmacy, heavily stocked; price £2,000; references required.

2.—NORTH MIDLANDS.—Good Mixed Country Retail Business in small market town; returns about £1,000; nice house, large garden; easy hours; price only £400; worth attention.

3.—KENT.—Good-class Retail and Dispensing, with Dentistry; returns £913; net profit over £300; splendid position; handsome modern Pharmacy, well stocked; owner retiring; price £600.

4.—GLOUCS.—Good-class Retail and Dispensing Business; practically unopposed; serious illness compels sale; returns £600; net profit £200; exceptional premises; large garden; modern-fitted Pharmacy; good stock; price £420, or offer.

5.—HERTS (Market Town).—Light General Retail, with Mineral Waters; returns £600; scope for increase; good position; nice house; price £400, or valuation.

6.—SUSSEX.—Good-class Light Country Retail; no heavy trade; returns about £650; low rent; good house and garden; modern, attractive shop, in best position; fully stocked; price £325.

7.—KENT COAST.—Very sound Light Family Retail and Dispensing Business; central position; steady all-year-round trade;

returns £750; net profit over £200 after paying assistant; large house; price £500, simply valuation.

8.—YORKS (SEAPORT TOWN).—Very profitable Light Ready-money Retail; main-road position; returns last year £1,100; net profit £470 clear; books properly kept; low rent; large shop, heavily stocked; owner retiring; price £800.

9.—YORKSHIRE.—Middle-class Retail, with Wines; also Optics and Photo; corner shop; main road; price £400.

10.—DEVON.—Sound Light Family, Retail and Dispensing, in market town; returns £700; net profit £200; excellent house; low rent; fine Pharmacy, main street; price £400 or valuation.

11.—BEDFORDSHIRE.—Profitable Light Cash Retail; practically unopposed; returns about £800; no N.H.I. work; plenty of scope; good house and shop; price £375 or valuation.

12.—CO. DURHAM.—Unopposed Light Country Retail, under manager; returns average £11 weekly, without N.H.I.; low rent; good house; price £150 or valuation; worth seeing.

13.—LONDON (South).—Good-class Retail and Dispensing in first-class residential suburb; returns £2,400, increasing; books properly kept; price £1,150, or valuation terms arranged.

14.—LONDON, S.E.—Good Family Retail and Prescribing, with N.H.I.; returns over £1,000; net profit over £300, after paying assistant; same hands many years; good position; price £700.

## VALUATIONS FOR STOCKTAKING.

Messrs. BERDOE & FISH would like every Pharmacist in business to read page 48 in this year's "C. & D." Diary, and then write for our pamphlet showing the many advantages of having stock taken; with a successful business stock has a habit of increasing, more especially since the Insurance Act came into force; and if only to satisfy yourself that **you are fully insured and in a position to make an indisputable claim in case of fire** it will pay you to have it done. Our terms, which are low, can be had on application. 43 years' practical experience.

# BUSINESSES FOR DISPOSAL.

3s. 6d. for 50 words or less; 6d. for every 10 words or less beyond, prepaid.

The **Advertiser** may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of **6d.**

Price lists, trade circulars, samples, and printed matter can in no case be forwarded.

**B**EXHILL-ON-SEA.—£500 only required for genuine good-class Business in this rising town; returns last three years £1,096, £1,104, and £1,117; net profit over £250; elegantly fitted modern shop, good house; low rent; must be sold at once; business known to us personally and strongly recommended; bargain for smart, up-to-date man. Apply, Berdoe & Fish, Valuers, 35 Jewry Street, City.

**B**IRMINGHAM.—A Business in a good position for absolute sale; valuation of stock and fixtures, about £140; no reasonable offer refused; Panel district, and plenty of scope for development; good house; low rent; a chance not to be missed, as the business must be sold; good reason for selling. "Opticus" (201/34), Office of this Paper.

**B**OLTON.—For Sale at a great sacrifice, old-established Chemist's Business; good position; up-to-date windows; electric light; a splendid opening for energetic qualified man; stock and fixtures £100; sole reason for disposing of same, unable to obtain qualified man. Apply, "Chemist," 52 Carlton Street, Bolton.

**E**DINBURGH.—High-class Pharmaceutical, Photographic, and Optical modern city Business carried on by C. & O. Rowland at 7 Castle Street; progressive; handsomely fitted, fully stocked; good scope for up-to-date man or firm; Optical department could be separated to effect early disposal; offered at 15 per cent. under valuation.

**E**SSEX.—Old-established Chemist's Business for Disposal at once; central position; good living trade; nice house and well-fitted shop; moderate rent; genuine bargain to qualified man; no reasonable offer refused. Address, 199/40, Office of this Paper.

**L**ANCASHIRE.—Branch, established thirty years by advertiser; rent £25; convenient living accommodation, small family; doing £7 and 250 N.H.I. scrips; healthy working-class neighbourhood; no qualified opposition; would quickly double principal's hands; £220, half can remain; or pay qualified Manager £2 a week and half profits to purchase at valuation. 203/15, Office of this Paper.

**L**EEDS.—Old-established Business in industrial centre, carried on as branch and neglected under manager, unqualified; vendor, having other business, wishes to clear, and will accept £60 for the lot; comfortable living to be made; good house. Apply, 203/29, Office of this Paper.

**L**EEDS.—Well stocked and fitted Shop on one of the best business roads,  $\frac{1}{2}$  miles from centre of City; good working-class district; Insurance Dispensing, etc.; good connection; splendid opportunity for a good Chemist; three Doctors within 100 yards; £220, cheap. Apply, 199/3, Office of this Paper.

**L**EWISHAM.—Genuine Business; unopposed; good class; increasing; returns last year £1,460; value of stock and fixtures and £150 required; further particulars on application, with Banker's reference; no Agents need apply; can be viewed at any time. 205/31, Office of this Paper.

**L**IVERPOOL.—Sound Business for Disposal, situated in thickly populated district; large shop and house at low rental; splendid opportunity for National Insurance Dispensing. Fullest particulars on application to "Alpha," c/o Messrs. Evans Sons Lescher & Webb, Ltd., Liverpool.

**L**ONDON (Eastern Suburb).—Good General Retail Business, in densely populated locality; returning £500 under unqualified Manager; unlimited scope for N.H.I.; good house and roomy shop; low rent; long lease; price, simply valuation of stock and fixtures, about £250; will reduce stock to suit purchaser. Apply to Sole Agents, Berdoe & Fish, Valuers, 35 Jewry Street, City.

**N**EWPORT (Mon.).—Thriving Seaport; population 84,000; death vacancy; old-established prosperous Chemist's Business for Sale, main street; lease; rent £85; takings shown up for last 10 years; fullest investigation to bona-fide buyer. Apply for full particulars to Mr. Frank Lewis, Solicitor, Newport (Mon.).

**W**EST OF ENGLAND.—Good-class Dispensing and Light Family Retail Business in good seaside town; returns nearly £1,200, increasing; excellent profits; attractive Pharmacy, exceptionally well fitted and stocked; good residence attached; books properly kept; price £1,050; only bona-fide buyers need apply. Address, "Otto" (205/15), Office of this Paper.

**A**N exceptional opportunity occurs of acquiring, on very reasonable terms, a first-class West-End Business, two doors from Oxford Street, W., doing increasing turnover; rent only £120 per annum; lease 7, 14, or 21 years. All particulars from 202/37, Office of this Paper.

**A**T ONCE.—Agricultural and Family Business for Sale, with a nucleus of small Wholesale trade; good scope for energetic man; present turnover £500; only half worked; Optics and Dentistry untouched; Midlands; reasonable price. Apply, 200/2, Office of this Paper.

**C**HEMIST.—Goodwill and Stock of Chemist's and Druggist's Business for Sale; presently held by Doctor; near Glasgow; no opposition; good Panel Dispensing; average weekly private drawings £4 to £5; can be increased by qualified Chemist; moderate rent; principals only. Apply, "Binton" (204/7), Office of this Paper.

**C**HEMIST'S Business, old-established, for Sale, near Manchester, on main thoroughfare in populous district; shop, good living-house, and up-to-date stock; any reasonable offer considered; owner retiring. Apply, Alfred G. Deacon & Co., 14 Brown Street, Manchester.

**D**RUG and Tobacco Business; smart double-fronted shop, five-roomed house; rent 10s. per week inclusive; rare opening for Chemist; no opposition; price only £45 for splendid stock, fixtures, and fittings. Apply, C. B. Gapp, 43 Fleet Street, Swindon.

**F**OR Sale, Wine and Spirits Off-licence; Chemist's old-established Business; in large West of England town. Particulars, 199/6, Office of this Paper.

**G**ENUINE Cash Drug Business in one of Plymouth's main thoroughfares; good opening for qualified man, none in the district; takings about £400; ill-health cause of selling; bargain to immediate purchaser. Apply, F. Williams, 5 Eton Terrace, Plymouth.

**G**ENUINE Cash Mixed Business in a country town; progressive population 8,000; turnover £700; profit £240; no Panel work; house (six rooms), yard, garden; all private; rent very low; no opposition; it's a rare money-making district; only bona-fide buyers need apply; cash price £255. 203/17, Office of this Paper.

**O**VER £50 per week, London suburb, £35 Cash, £15 N.H.I.; these figures are actually under the average; good lease at exceptionally small rent; price £1,000, no offers wanted; replies only noticed accompanied by banker's reference; likely buyer could have, if necessary, a month's trial as Assistant; no Agents. Apply, 205/32, Office of this Paper.

**T**O be Disposed of, a small good-class Village Business near South Coast; no opposition; established 40 years; only changed hands once; low rent; long lease; no reasonable offer refused to immediate purchaser. "Statim" (200/1), Office of this Paper.

**V**ENDOR, unable to settle in England after residence abroad, will sell his Business in large town, Eastern County, returning last three years £605, £710, and £760, for value of stock and fixtures, about £375; good house and premises; double-fronted well-fitted shop; rent £40. Apply, "Vendor," 36 Woodstock Avenue, Golders Green, N.W.

**£50.**—Drug Stores, comprising house, well-fitted shop, and stables, in N.W. district; takings under female management £4 to £5 weekly; good scope for Panel; established 12 years; rent £30; taxes light; stables well let. 205/16, Office of this Paper.

**£650.**—Hants Codst Business; £278 profit after paying all expenses, and capable of great increase; Assistant kept; commodious house, recently redecorated, with garden; vendor having bought larger business will sell for value of stock and fixtures, or partial cash offer entertained for quick sale. "Verum" (200/21), Office of this Paper.

## SALES BY AUCTION.

BY ORDER OF THE LIQUIDATOR, G. E. CORFIELD, ESQ.  
RE PLOWDEN'S DRUG STORES, LTD.  
REMOVED FROM 488 FULHAM ROAD, S.W.

MR. FRANK G. BOWEN will SELL by AUCTION at his Sale Rooms, 62a Aldersgate Street, London, on THURSDAY, February 5, 1914, at 1 o'clock precisely, the high-class Fittings and well-assorted Stock of a Chemist's and Druggist's Stores, including handsome Mahogany Wall Fittings, Plate-glass Showcases, Centre and Counter ditto, Centre and Side Counters, Window Enclosures, Mirrors, National Cash Till No. 417x, Weighing Machines, Scales, Showstands, Show Jars, Electric Fittings, Cash Desk, large quantity Proprietary Articles, Fancy Toilet Soaps, Brushes and Combs, Sponges, Perfumery, Toilet Preparations and Bottles, Powders, Puffs, Patent Medicines, Pills, Tabloids, Ointments, Infants' Foods, Malt Extracts, Cod-liver Oil, Oxo and other Meat Extracts, Wet and Dry Drugs, Rubber Goods, Bandages, Flasks, Carded Goods, and a large quantity Chemist's Sundries.

## TO LET.

HASTINGS.—Large Shop and House in principal street; just become vacant; good opening for Chemist; busy high-class shopping centre; moderate rent; no premium. Apply, Cousins & Debenham, Auctioneers, Hastings.

LIVERPOOL, Victoria Street and Manchester Street (corner of).—Commanding position for Chemist. Apply, J. & C. Balmforth, 42 Castle Street, Liverpool.

TWICKENHAM, 4 Whitton Road, London Road.—Modern double-fronted Shop and Residence containing 5 rooms and bath; suit Chemist; growing neighbourhood; rent only £40. Caretaker on premises, or apply to Mr. Cape, 7 Finsbury Square, London, E.C.

CHEMIST.—Single-fronted shop in main road, New Malden, Surrey; fine position; large shop; 2 reception, 4 bed rooms, bath and excellent offices; side entrance; excellent opening for Chemist. For particulars apply Trimming & Co., High Street, Hampton Hill.

CHEMIST'S Shop, well fitted, to Let, with parlour and cellar; electric light and gas; water in shop; exceptional position; stands to do a big trade with good man; rent 16s. Apply, letters only, 5 Maplestead Road, Streatham.

TO be Let, attractive new Shop, with residence over, suitable for a Chemist and Photographic Stores, with business of Developing and Printing Photos, in a rapidly growing shop centre in the best part of Felixstowe, about 100 yards from the Sea, Model Yacht Pond, and Pier; there is no Chemist's business within three-quarters of a mile. Apply to Tuddenham, Builder, 31 Victoria Parade, and Undercliff Parade, Felixstowe.

## BUSINESSES WANTED.

BUSINESS in country market town; Agricultural connection advantageous; or Store or Family Business in good manufacturing town, population 7,000 to 30,000; anywhere below Burnham; reasonable rent; good position and residence; capital £650; give fullest details; advertiser in earnest; agents' replies considered. Clark, 18 Alexandra Terrace, Ossett Road, Wakefield.

BUSINESS wanted; Lancashire preferred; must be genuine; neglected one entertained; give full particulars in first letter; cash in hand £250; remainder could remain if agreeable; all communications strictly confidential. Apply, "A. B. C." (202/25), Office of this Paper.

WANTED to Purchase in London or suburb, a good Retail and Dispensing Business or Partnership in a sound concern; about £3,000; secrecy maintained; and full investigation necessary. Apply, "Salol" (199/4), Office of this Paper.

## FOR SALE.

CASH Register for Sale; second-hand; perfect condition; cash offer wanted. Write for details, "F. H.", 20 Upper Grotto Road, Twickenham.

## PARTNERSHIPS.

MANAGING Partner required for high-class Dispensing business in very select neighbourhood near town; in return for £650 investment a remuneration of £300 to £400 per annum would be received, with chance to succeed to the whole; excellent opportunity for smart cultured man. Apply, giving particulars, when an interview could be arranged, "Dispensing" (203/8), Office of this Paper.

## AGENCIES.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded.

CANADIAN Representation, with Office and Distributing Depot, Montreal; gentleman leaving in few weeks' time visits personally upwards 200 towns; speciality man for introducing lines to Druggists' Stores; now representing world-wide-known English firm; open for one or two other houses. Write, "Established," Shelley's, Gracechurch Street, E.C.

ARGE European House in India, established 40 years, requires first-class Agencies; Chemicals, Drugs, Medicines; each in London; advertising required. Write, Campion 58 F, Hatton Garden, London.

## APPRENTICESHIPS.

APPRENTICE wanted in good-class Family and Dispensing business; no premium; ample time for study; healthy district; other Apprentice kept; thorough tuition guaranteed. For all particulars apply, W. H. Kirkland, Crickhowell, South Wales.

EDUCATED youth wanted as Apprentice in high-class Pharmacy in London suburb; outdoors. Apply, J. E. Whitaker, M.P.S., Pharmacist, 35 Golder's Gardens, Golder's Green, London, N.

YOUTH, tall, desires Apprenticeship. "Acersecomes," 2 Beulah Cottage, Bonner Road, Victoria Park, N.E.

WELL-EDUCATED youth (16) desires Apprenticeship (indoors preferred). 36 Savernake Road, N.W.

## SITUATIONS OPEN.

3s. 6d. for 50 words or less; 6d. for every 10 words or less beyond, prepaid.

The **Advertiser** may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 6d.

## RETAIL.

BEXHILL.—Junior Assistant (indoors) on January 29 for high-class Dispensing and Retail business; comfortable home; three Assistants kept. Please give full particulars of experience, age, height, salary required, and if possible enclose photo, R. W. Robbins, Pharmacist, 44 St. Leonards Road.

BIRMINGHAM.—Assistant, unqualified, wanted for Counter and Window-dressing in quick Cash business; Photographic experience an advantage; good salary and commission to smart Salesman. Lloyd, Rexall Chemist, 323 Coventry Road, Birmingham.

BOURNEMOUTH.—Charles D. Cumber, Dispensing Chemist, Winton, Bournemouth, requires a gentlemanly Junior Assistant. State experience and salary required (indoors), enclose photo (which will be returned), give references, and state when disengaged.

BRIGHTON.—Wanted, by the end of February, an Assistant, age about 24 (outdoors), for good-class Dispensing business. Apply, with full particulars, to J. Miller, 4 Victoria Road, Brighton.

BURNLEY DISTRICT.—Junior or Improver wanted; outdoors; one who has had three or four years' experience; time for study; comfortable berth. Please state experience and salary required, age, etc., Hankeys, 10 Colne Road, Brierfield, near Burnley.

BUSHEY, Herts.—Junior (outdoors) for quick high-class trade; Dispensing and Photographic; good Window-dresser. Enclose photo and state salary, Fletcher, Aldenham Road, New Bushey, Watford.

CARDIFF.—Assistant; unqualified; age about 24; smart, energetic; outdoors. Please state experience and salary required, also references, in first letter to Edwin Poole, The Broadway Pharmacy, Cardiff.

**C**HESHIRE.—Good unqualified Assistant required for modern business in pleasant country town; age from 20 to 30; outdoors; hours reasonable. Please state age, height, experience, and enclose photo, to Young, Chemist, Nantwich.

**C**HESTER.—Qualified Assistant as Senior; four others kept; outdoors; a good position is offered to a competent business man able to supervise and organise work on modern lines. Full particulars of qualifications, salary, etc., in first letter, Milling-Johnson, Ltd., Chester.

**C**LIFFTON, BRISTOL.—Wanted, qualified Dispenser; indoors; about 24. Apply, stating age, height, experience, salary required, and enclose photo, to Giles, Schacht & Co.

**C**ORNWALL.—Wanted immediately as Manager, smart young qualified Assistant; Agricultural experience preferred; outdoors; good references; state age, salary required, and all other particulars; good opening for suitable man. Apply, Kelland, 28 Sinclair Road, Kensington, W.

**H**EREFORD.—Unqualified Assistant; Dispensing and Agricultural business. Kindly send full particulars of experience, photo if possible, Lewis Smith, Chemist, Hereford.

**K**ENT, within easy reach of London.—Capable Manager (qualified) required for branch for end of January; must be a good Salesman and able to sell own Proprietary lines; Scotsman preferred; salary and commission; give fullest particulars in first letter. Apply, "Salesman" (201/32), Office of this Paper.

**L**EEDS.—Qualified Manager, abstainer, Extractor, etc., for good working-class Branch business; live on premises preferred; state salary required; must be active and energetic; also wanted, qualified man, elderly or disabled, for Insurance supervision. Apply, 199/03, Office of this Paper.

**L**EEDS.—Smart Junior wanted for Light Retail business and N.H.I. Dispensing. State full particulars to Reinhardt & Sons, Ltd., Chemists, 7 Queen Victoria Street, Leeds.

**L**IVERPOOL.—Qualified Manager for Branch in working-class district; middle-aged; married preferred. Apply, 200/5 Office of this Paper.

**L**IVERPOOL.—Unqualified Junior Assistant (outdoors) for City business; good Counterman essential; no Sunday duty. Full particulars to "Statim," c/o Mr. J. H. Egan, 3 Fleet Street, Liverpool.

**L**ONDON.—Unqualified Assistant required for modern Cash Retail business; permanency and good salary offered to the right man; Photography an advantage. State age and when at liberty, 204/41, Office of this Paper.

**L**ONDON, N.W.—Assistant wanted at once (indoors). Full particulars in first letter to D. Thomson & Co., 137 Queen's Crescent, N.W.

**L**ONDON, N.W.—Qualified Junior Assistant wanted for Dispensing business; outdoors. P. Davidson, Pharmaceutical Chemist, Brondesbury.

**L**ONDON, S.E.—Wanted, a Junior Assistant; outdoors. Please apply in first instance by letter, stating age, experience, salary required, and when disengaged, to S. W. Rumsey & Son, Pharmacists, 481 Lordship Lane, S.E.

**L**ONDON, S.E.—Wanted, a Managing Assistant for a small Drug Store, capable of Prescribing, Dispensing, and Stock-keeping; moderate salary; indoors. State full particulars, age, references, abstainer, etc., to D. U. Still, 9 The Village, Old Charlton.

**L**ONDON, S.W.—Wanted at once, a capable qualified Assistant; indoors; about 26; must be accustomed to good-class Dispensing; duty shared by three. Apply personally, if possible, or enclose photograph with full particulars to A. H. Haynes, c/o Tupholme & Son, 1 Coleherne Terrace, Earl's Court, London, S.W.

**L**ONDON, S.W.—Smart young Assistant wanted for high-class Cash business; outdoors; hours 8.30 to 8.30; no Sunday or Holiday duty. Apply, with full particulars as to salary, experience, etc., to H. S. Durbin, 19 Victoria Road, Surbiton.

**L**ONDON, S.W.—Wanted, a smart qualified Assistant, about 24. Apply, with full particulars, enclosing photo, Amoore & Co., 173 Sloane Street, S.W.

**L**ONDON, W.—Assistant, unqualified (outdoors), for Counter, Dispensing and Stock; accustomed to Store trade; with a knowledge of Photography. Apply personally or by letter, stating age, experience, and salary required, Allen's, Ltd., 155 Praed Street, Paddington, W.

**L**ONDON, W.—REQUIRED, a tall, smart, up-to-date Assistant of first-class appearance and address as Second hand; qualification unnecessary, but thorough Counterman, not over 32, essential; good salary; permanency; outdoors. W. V. Wright, 25 Broadway, Hammersmith.

**L**ONDON, W.—Qualified Assistant for Counter and Dispensing (outdoors) wanted immediately. Apply personally or by letter, Spink, 27 Tottenham Court Road.

**M**ALVERN.—Qualified Assistant, accustomed to best-class Retail and Dispensing. Please state full particulars as to previous experience, salary required (indoors), etc., to A. Mander, Pharmaceutical Chemist, Malvern.

**M**ANCHESTER. Mottershead & Co., 7 Exchange Street, have a vacancy for an unqualified Assistant, accustomed to high-class business; age over 25. State, in full, experience, age, and salary required (outdoors).

**N**ORTH NOTTS.—Gentlemanly Junior unqualified Assistant wanted for good-class Dispensing and Retail in country town; easy hours; 33s. (outdoors); interview if desired. Apply, in first place, 202/5, Office of this Paper.

**N**ORTH STAFFS.—Qualified Assistant required at once for quick Cash trade, N.H.I. and Photographic; must be total abstainer and have excellent references. Send fullest particulars in first letter, and enclose photograph if possible, to "Pokhara" (202/33), Office of this Paper.

**N**ORTH WALES.—Qualified Manager required for good Branch business; populous district, but close to beautiful scenery; must be good Counterman, active and energetic, and seeking permanency; house available if desired; excellent commission; agreement necessary. Apply, with full particulars as to age, experience, height, etc. (Welsh an advantage but not essential), "Radix" (198/25), Office of this Paper.

**O**LDHAM.—Unqualified Assistant for quick Cash business; must be reliable and a good Salesman; salary 30s. per week and commission. 199/14, Office of this Paper.

## RESULTS

OF ADVERTISING IN THIS SUPPLEMENT

LAST WEEK JAN 17 1914

NATURE OF ADVT. REPLIES

|                    |    |
|--------------------|----|
| MANAGER UNQUAL.    | 14 |
| TRAVELLERS         | 13 |
| DISPENSER          | 13 |
| DOCTOR'S DISPENSER | 13 |
| DRY ROOM HAND      | 13 |
| PART-TIME ASSIST.  | 11 |



This Blackboard demonstrates that Advertisers using these columns get a ready response to their announcements. The figures only refer to some of the letters RECEIVED AT OUR OFFICE on behalf of Advertisers who use a number or nom de plume.

### TO SAVE TROUBLE.

MANY correspondents answering advertisements in this Supplement enclose remittances to cover the cost of forwarding their letters to advertisers who prefer to be addressed c/o this Office. The Publisher desires to make it clear that this is quite superfluous, and perhaps this reminder will obviate the necessity of the frequent return by him of such remittances.

### ANSWER IN TERMS OF THE ADVERTISEMENT AND

REMEMBER you are one of possibly hundreds applying for the same position. Put your case before the advertiser so that he may be able to form a MENTAL PICTURE of your suitability.

**BE BRIEF BUT CLEAR.**—Millions of applications are consigned to the waste-paper basket UNCONSIDERED, because the reader cannot form this picture from the inadequacy of the materials set before him.

**O**LDHAM.—Young qualified Assistant wanted; salary £3 per week and commission; must be quick and reliable and a good Salesman. State age, height, experience, references, and photo, 199/140, Office of this Paper.

**S**HEFFIELD.—Young qualified Senior Assistant; good Dispenser and Counterman. Send full particulars to Eardley & Furnival, 265 Glossop Road, Sheffield.

**S**HERINGHAM.—Assistant wanted; indoors; good Dispenser; one with knowledge of Photography preferred. Apply, stating age and full particulars, to J. B. Gooch, W. H. Burrell & Co., High Street, Sheringham.

**W**ESTON-SUPER-MARE.—Capable Junior, in good-class Dispensing and Light Retail business; indoors. Full particulars and photo to "C.," c/o Lewis Wing, Ltd., Regent Street, Weston-super-Mare.

**W**ORCESTER.—Required, a Junior Assistant, about 21, for good-class Dispensing business; outdoors. Full particulars, age, height, experience, and salary required, Thomas Lunn, Barbourne Pharmacy, Worcester.

**A**CAPABLE Assistant wanted for a high-class Dispensing and family business. Apply, with full particulars, to Ekins & Fisher, Market Place, St. Albans.

**A**SISTANT or capable Junior for good-class Retail and Agricultural business; state age, height, salary, experience, and when disengaged; must be quick, accurate, and obliging; permanency to suitable man. Smith, Pharmacist, Cirencester.

**A**SISTANT wanted, to take charge of Country Drug Stores. State salary and reference, Mills, Caersws, Montgomeryshire.

**A**SISTANT (Junior) wanted; active and willing; qualified preferred, but not essential; whole or part time; first-class business. Apply, Mr. R. A. Robinson, 195 Brompton Road, London, S.W.

**A**SISTANT; about 25; accustomed to good-class Counter and Dispensing business; one with Homoeopathic experience preferred, but not essential; outdoors; one desirous of a permanency preferred. Also Junior Assistant (outdoors); capable of keeping stock and assisting at Counter and Dispensing; at once. Alban Atkin, 243 West End Lane, Hampstead, N.W.

**A**SISTANT; about 22; smart; quick Dispenser (N.I.) and Counter and Stock; good-class business; in- or outdoors. Age, height, experience, and salary, 202/30, Office of this Paper.

**A**SISTANT, unqualified, wanted immediately; outdoors; quick and accurate Dispenser. Please state experience and salary required, W. R. Ames, High Street, St. John's Wood, N.W.

**A**SISTANTS wanted, London (outdoors); Junior, about 19, for Stock, Counter, and gain good Dispensing experience; also a good Window-dresser who has had experience in carrying out special displays. In reply please state age, experience, references, about salary expected, and enclose photo if in provinces (which will be returned), 205/320, Office of this Paper.

**C**HIMIST'S or Medical Assistant.—Wanted, a young man, about 17 years of age, to learn Dispensing at the Central Surgery of the Chesterfield District Medical Association; one willing to be bound for three years; will be able to attend classes at Sheffield; suitable remuneration will be given; respectable family and good scholar required. Apply, by letter, with full particulars, to Hind, Secretary, Market Hall, Chesterfield.

**D**ISPENSER and Bookkeeper wanted; experienced in private work; full time; age about 30; fully qualified; no ladies. Apply, by letter, with testimonials, and state salary, to Drs. Ker and Johnson, Gothic Lodge, Old Devonshire Road, Balham, S.W.

**D**ISPENSER (male) wanted for Medical Practice in East End; work light; must be total abstainer. Apply, 200/27, Office of this Paper.

**D**ISPENSER and Surgery Attendant required at once; knowledge of Welsh preferred, but not essential; good scope for industrious man. Apply, with full particulars, to Bodowen, Holwell.

**D**ISPENSER (lady preferred) by West Riding, Yorkshire, Chemist; county attendance optional. Full particulars to 99/25, Office of this Paper.

**D**ISPENSER (gentleman) required for Doctor's Surgery in London, beginning of February; must be quick and with Chemist's experience; smart Junior entertained; good wages to suitable man. Address, 206/3, Office of this Paper.

**E**LDERLY Chemist required immediately; duties nominal, qualification principally required; comfortable situation. Apply, stating salary required, to 200/34, Office of this Paper.

**E**LDERLY qualified gentleman required as a stand-by in case of illness, holidays, etc.; occasional supervision only; no work; £1 per week; does not matter how old, but must be honest and sober. Belsher, Chemist, Bloxwich.

**E**LDERLY Chemist; comfortable permanency; short hours; work not exacting. State age and how soon at liberty, 204/43, Office of this Paper.

**E**LDERLY qualified Chemist required to assist another in small business; comfortable home (indoors); plenty of time off. Apply, stating salary required and full particulars as to experience, "Soot" (206/5), Office of this Paper.

**E**VENING Assistant for several evenings weekly from about 6 to 10; must be competent Dispenser. Apply personally, or write, Lloyd, 267 King's Road, Chelsea.

**G**. T. W. NEWSHOLME, LTD., Chemists, 27 High Street, Sheffield, have a vacancy for a Junior Assistant, unqualified (outdoors). State age, experience, and salary required.

**I**MEDIATELY, unqualified Junior for Light Retail, Dispensing, and Photographic business; hours easy; no evening or Sunday duty. Apply, giving full particulars as to age, height, experience, salary required (indoors), with references and photo, to P. R. Hill, Ph.C., 90 High Street, Gorleston-on-Sea.

**I**MPROVER or Junior; outdoors; time for study. Full particulars, King's Pharmacy, 32 Church Street, Croydon.

**I**MPROVER; one just out of apprenticeship; able to Dispense N.H.I. in busy district; one hour off daily for study; help given with studies; reply immediately, full particulars, age, salary (outdoors), and when able to commence duties; urgent. E. W. Thomas, Pharmacist, Ferndale, Glam.

**I**MPROVER or young Junior wanted; indoors. State salary required and usual particulars, W. Roberts, Chemist, 73 Brook Street, Chester.

**J**OHN BARKER & CO., Ltd., Kensington, W., require a qualified Dispenser; hours 8 to 6. Apply, R. E. Baron.

**J**UNIOR Assistant required for Dispensing; indoors. Please apply, with usual particulars, to Waite & Chambers, Suffolk Lawn, Lansdown, Cheltenham.

**J**UNIOR Assistant required for Light Retail and Dispensing; hours easy; indoors. Apply, stating age, experience, references, and salary required, to Weddell, Pharmaceutical Chemist, 105 High Street, Colchester.

**J**UNIOR wanted for Dispensing and Country business. Apply, with particulars and salary required (indoors), D. Lewis, The Pharmacy, Tisbury, Wilts.

**J**UNIOR Assistant, unqualified, for brisk Black Country business, with N.H.I. and Photographic; hours 8.30 to 9; usual half-holiday; alternative Sunday evenings. Send full particulars and when disengaged to Price, Blackheath, Birmingham.

**J**UNIOR required; Retail and Dispensing; good shop; easy hours; outdoors; no Sunday duty. Apply, with full particulars and photo (to be returned) to Lands, Chemists, Tamworth, Staffs.

**J**UNIOR, unqualified, young, with Dispensing experience; in- or out-doors. Apply, with full particulars, John Parrott, Richmond Hill, Surrey.

**J**UNIOR required for a Cash Retail and Dispensing business, situate in the provinces; would well suit a young man just out of apprenticeship; good prospects of advancement. 204/44, Office of this Paper.

**M**ANAGER, qualified, with knowledge of Buying, for quick Retail and Dispensing business; age not over 30. State age, experience, and salary required to Jas. Wood, Ltd., 76 Bath Street, Ilkeston, Derbyshire.

**M**ANAGER, qualified, for Branch, Light Retail, Kent (easy distance of London); convenient house; permanency. Apply, with full particulars as to age, salary, etc., to "G." (203/14), Office of this Paper.

**M**ANAGER, qualified, wanted for middle-class suburban business; salary and commission; minimum £3 per week; exceptional opportunity for qualifying in Optics. Apply, 205/17, Office of this Paper.

**M**ESSRS. TIMOTHY WHITE CO., LTD., Chemists, Portsmouth, have a vacancy for an unqualified Assistant; permanency and good salary.

**M**ESSRS. CLARE & HUNT, Scarborough, have a vacancy for a Junior Assistant; unqualified; outdoors. State age, experience, and salary required.

**M**ESSRS. DOLBEAR & GOODALL, 108 High Street, Oxford, require a competent Junior; indoors.

**M**ESSRS. HAYWARDS, Chemists, Leicester Square, Walsall, have an immediate vacancy for a Junior Assistant; used to high-class Retail business. State full experience and salary required in first letter to the Principal, Horace D. Hayward.

**M**ESSRS. TIMOTHY WHITE CO., LTD., Chemists, Portsmouth, require a capable Pharmacist as Manager; easy hours; good and progressive salary, with excellent prospects.

**N**ATIONAL Dispensing at old-established Drug Stores.—Required, qualified man to conduct this morning and evening under his own responsibility and recoupment from results; crowded working locality; good Dispensing assured; Chemist's offer of Assistant entertained; Drugs, etc., to account; satisfactory terms arranged. "G. L." Riley's, Cluny Place, Bermondsey Street, S.E.

**O**UTDOOR Assistant.—Bell & Riddle, Analytical, Manufacturing, and Dispensing Chemists, Hexham, require a qualified outdoor Assistant; no Sunday duty; Thursdays half-holiday; business hours 8 a.m. to 7.30 p.m.; usual hours for meals; Saturday 9 p.m.; ample opportunity for one desiring to improve himself. State age, height, salary (outdoors), experience, and when disengaged.

**P**ART-TIME (7 hours a day); registered Chemist; outdoors; not over 50; no Insurance Dispensing. Apply, with usual particulars, Stokes & Son, Ltd., 164 Union Street, Plymouth.

**P**ART-TIME Assistant, unqualified Junior, for one or two evenings a week. Apply to "Nux Vomica," c/o Messrs. S. Maw, Son & Sons, 7-12 Aldergate Street, London, E.C.

**P**ORTER (Junior), accustomed to a Chemist's business. Apply, giving full particulars, to "A. J. B. C." Cooper, Son & Co., Ltd., 80 Gloucester Road, South Kensington, London, S.W.

**Q**UALIFIED Assistant and Manager required for modern Stores; good salary and commission and reasonable hours, with no Sunday or Bank Holiday duty; comfortable berth. Apply, stating age, height, experience, references, and salary required, and enclose photo if convenient, Martyn's Stores, Ltd., 26 Queen Street, Wolverhampton.

**Q**UALIFIED Assistant wanted; accustomed to good-class Dispensing business; salary £80 to £85 (indoors). Please state age, height, experience, and enclose photo if possible (which will be returned), H. J. Hughes, Queens Road, Bournemouth.

**Q**UALIFIED Lady Dispenser and Bookkeeper required by Doctor in Hackney. Reply, by letter, to 200/39, Office of this Paper.

**Q**UALIFIED Assistant, capable of taking charge; two Assistantants kept. Apply, stating terms (outdoors), with reference, photo, etc., to Dickinson, Chemist, Stamford.

**Q**UALIFIED, to take charge of Branch, Mixed and N.H.I. Dispensing. Age, experience, salary, and photo if possible to 185 Rochdale Road, Bury.

**Q**UALIFIED Assistant; outdoors; work light; easy hours; permanency; elderly man not objected to. Evans, Chemist, Waltham Cross.

**Q**UALIFIED Assistant required for a good-class business; about 23; good Dispenser. State full particulars, 203/39, Office of this Paper.

**Q**UALIFIED Assistant required; first-class Country Retail and Dispensing; easy hours; no Sunday duty; permanency for suitable man. Apply, stating salary required, to "Wood" (203/35), Office of this Paper.

**Q**UALIFIED man or woman (middle-aged), total abstainer, to Dispense N.H.I. Prescriptions only; hours 9.30 a.m. to 9.15 p.m.; one hour Sunday and half-day holiday. Apply, stating age, salary, and experience, "Cacti" (204/16), Office of this Paper.

**Q**UALIFIED Assistant immediately for N.H.I. Dispensing and Counter; working-class, London, E.; outdoors; permanency; single preferred; about 35; steady and reliable man with undeniable references required; salary £2 10s. weekly. State full particulars, age, height, references, and if disengaged to "Qualistant" (204/18), Office of this Paper.

**Q**UALIFIED Branch Manager wanted for London; age from 26 to 35; energetic and enterprising; must have knowledge of Photography, able to dress or superintend the dressing of Windows artistically and usefully; no one need apply whose references cannot bear the strictest investigation. Apply, with fullest particulars and salary required, also photo enclosed, to 201/17, Office of this Paper.

**Q**UALIFIED Junior, age 22 or 23, for Light Retail and Dispensing; outdoors; abstainer preferred; state salary and references. Reply to J. W. Gill, 52 Seedley Road, Pendleton, Manchester.

**Q**UALIFIED or unqualified lady Dispenser; easy hours; light work; must be experienced and smart. Apply, 205/6, Office of this Paper.

**Q**UALIFIED, quick, accurate, reliable Dispenser; good Counter man; outdoors; London, S.E. Apply, stating salary, references, etc., 205/26, Office of this Paper.

**Q**UALIFIED Manager for neglected branch; must be good Salesman, Window-dresser, and Dispenser; salary 40s. and commission; rooms over shop for married man if desired; vacancy, February. 99/28, Office of this Paper.

**Q**UICK and accurate Dispenser, qualified or unqualified, about 25; outdoors; January 31; also Junior or Part-time. Apply, giving full particulars, age, height, salary, etc. (personal interview preferred) Barton, 25 Westow Hill, Upper Norwood.

**U**NMARRIED Assistant; indoors, knowledge of Dispensing and Photography; references and usual particulars, Shepperd, Pharmacist, Barnstaple.

**U**NQUALIFIED Chemist wanted immediately; indoors; good experience in Dispensing, Photography, and Sight-testing. Cruse & Co., 7 The Strand, E. Southsea.

**U**NQUALIFIED Assistant (outdoors) wanted at once, not under 22 years, with knowledge of Photography. Send reference and usual particulars to W. H. Stones, 21 Tacket Street, Ipswich.

**U**NQUALIFIED Assistant wanted early in February; principally good-class Dispensing, some Counter, and Photography; hours short; near town; salary 35s. Give full particulars in reply, photo if possible, 201/14, Office of this Paper.

**W**ANTED, capable business man and practical Pharmacist to act as second in command in an excellent Dispensing and quick General Retail business in Western Midlands, 20 miles from Liverpool; concern is run as a private Limited Company; books audited and balance sheet prepared by Chartered Accountant; stocks checked by outside Valuer; to qualified man with good references who would be willing to invest about £250 a good opportunity is offered. Apply, in first instance, to 199/36, Office of this Paper.

**W**ANTED immediately, Assistant, unqualified; hours 8.30 to 9; half-day weekly; no Sunday duty. State age, height, experience, and salary required (outdoors), Hugh Cox, Chemist, Wealdstone.

**W**ANTED immediately, competent Assistant; part-time, about two or three afternoons and evenings weekly. Letters, with full particulars, "J. R.," 470 Edgware Road, W.

**W**ANTED, Dispenser for Surgeon; hours moderate; situation outdoors. Apply to S. J. Coley, Ltd., Stroud, Glos.

**W**ANTED, Junior for good-class Retail and Dispensing business, near Schools. Full particulars as to age, experience, and salary required to J. S. Breece, Pharmaceutical Chemist, Rusholme, Manchester.

## WHOLESALE.

**A**DVERTISING.—Literary and Publication Department of a Wholesale firm (London) requires the services of a gentleman with a knowledge of Therapeutics, Pharmacy, and Photography; must be able to write sound English. Apply, with full particulars of experience, age, and salary required, to "L. X." (97/34), Office of this Paper.

**C**HECKER wanted by Glasgow Wholesale house; young man preferred. Address, stating references and salary desired, to "Scotia" (197/1), Office of this Paper.

**C**OUNTER hands for Wet and Dry Floors wanted; must have had good experience. Apply, stating full particulars of previous employment, wages expected, and if disengaged, to 206/15, Office of this Paper.

**D**RUG Traveller wanted for Liverpool and district. Apply, stating age and experience, to 93/30, Office of this Paper.

**D**RY Room.—Second hand wanted, with view to ultimate succession; must be good Stockkeeper, neat Wrapper and Labeller; knowledge of Patent Medicines preferred. State full particulars of experience and salary required in first letter to "Elixir" (96/4), Office of this Paper.

**D**RY Room.—Strong young man, with experience of trade. State age, wages, etc. (must be well recommended), 97/740, Office of this Paper.

**E**STABLISHED Manufacturing Chemist, with factory London, wishes to meet active man with capital to co-operate in development; an experienced Salesman, having a good connection with Chemists, Merchants, and Exporters, and able to devise selling schemes and influence business, will be given preference. Principals only apply to "Silex" (206/10), Office of this Paper.

**E**XPERIENCED Traveller (single) to Represent London firm introducing high-class, well-established Pharmaceutical Speciality to the Medical profession of Australia; a good position for competent, energetic man. Apply, giving full particulars, to 199/15, Office of this Paper.

**F**OREWOMAN wanted to take charge of Stock Room in Packed Goods Department of London Wholesale Druggists; must have thorough knowledge of details of Bottles, Packages, etc., and be capable of keeping stock accurately and in good condition and controlling staff under head of department. Reply, giving fullest particulars of previous experience, salary required, etc., to 94/69, Office of this Paper.

**G**OOD position as Representative offered by leading house to a well-educated man of good address who thoroughly understands all the Retail requirements of modern Pharmacists; one possessing connection amongst leading Chemists in London and suburbs preferred, but good business acumen, tact, and energy will receive first consideration. Send full particulars, stating age, previous experience, married, etc., to "F. M. F." (96/66), Office of this Paper.

**L**ADY Typist required for Order Department in Wholesale Sundries house; must be well recommended, methodical, quick, and good Shorthand Writer; knowledge of trade terms essential; age 21 to 25. Apply, stating salary and when disengaged, to "S. D." (96/660), Office of this Paper.

**P**ILL and Tablet Maker required at once by a well-known North of England firm. Apply, stating previous experience, salary required, etc., to 93/54, Office of this Paper.

**P**ILL Making.—Man wanted, used to Making and Coating Pills in Pearl, Sugar, Chocolate, etc.; first-class workman only; permanency to competent man. Apply, by letter only, stating wages required and enclosing copies of references, "F.", 66 Park Street, Southwark, S.E.

**P**ILL Maker wanted by a London firm for private formulae and general work. Write full particulars of age, experience, and wage required to 206/20, Office of this Paper.

**R**EPRESENTATIVE, with good connection, already working the North-East of England, Berwick-on-Tweed to Hull, required by a Wholesale Sundries house who specialise in Packed Goods of all grades, Toilet Articles, Pills, Tablets, etc.; liberal commission paid. Apply, 200/28, Office of this Paper.

**R**EPRESENTATIVE required, with connection among Chemists in Ireland, for sale of Drugs and Malt. Apply, C. Tolkin & Co., Blackburn.

**R**EPRESENTATIVES with good connections required by a Wholesale Sundries house who specialise in Brushes, Combs, and Hair Nets; liberal commission paid. Apply, 205/18, Office of this Paper.

**T**RAVELLER required by Wholesale Druggist Sundry house. Applicants please give full particulars of experience, ground covered, salary and expenses required, 195/21, Office of this Paper.

**T**RAVELLER, calling on Chemists in Scotland, wanted to carry a popular line; good commission. 97/65, Office of this Paper.

**T**RAVELLERS for London and provinces, calling on high-class Chemists and Stores, for handling as a good Side-line an exceptionally high-class Toilet Soap; commission only. State ground, 198/37, Office of this Paper.

**U**NQUALIFIED Assistant, about 24, for indoor staff of Manufacturing Chemists; must have had good general education and Retail experience. Fullest particulars in first letter, 96/8, Office of this Paper.

**W**ANTED, energetic men, with experience of exploiting Proprietary lines, by Midland Drug Co., Nottingham, who are spending large sums advertising Dr. Fromberg's Joint Preparation, protected prices; replies only considered from those able to produce the best credentials; letters only, no callers seen.

**W**ANTED, a young Traveller who has been used to Foreign Bottle trade. Apply, by letter, to Box 454, c/o Express Publicity Co., Egypt House, New Broad Street, London, E.C., stating age, experience, salary required, etc.

**W**ELL-KNOWN firm have a vacancy for a Junior, age about 21-23, for Laboratory; must have had experience in the making of the various Specialities for the Retail trade. State salary required and when at liberty. 204/42, Office of this Paper.

**W**ET Room.—Junior wanted by Wholesale house in the provinces; previous experience necessary. Reply, with full particulars as to salary, to "Lotio" (96/04), Office of this Paper.

**W**ET Room.—Young man; must be experienced; good references. Full particulars, "London, E.C." (97/74), Office of this Paper.

**W**ET Counter.—Wanted, an Assistant for the Wet Counter. Reply, stating age, experience, and wages required, "Wets" (99/27), Office of this Paper.

## SITUATIONS OPEN.

(Colonial, Indian and Foreign.)

**3s. 6d.** for 50 words or less; **6d.** for every 10 words or less beyond, prepaid. The **Advertiser** may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of **6d.**

**A**USTRALIA.—Traveller required, with knowledge of Medicine, to call on Doctors in Australia on behalf of a London firm; the position is considered a good and promising one, salary, expenses, and commission being paid to commence with, and also passage to Australia. Apply, giving age, full particulars of previous experience, and salary expected, to "Austral" (200/30), Office of this Paper.

**A**USTRALASIA.—A firm with already a first-class connection in Australasia is open to appoint a gentleman on a commission basis as Representative; one who is residing over there; the house in question are actual manufacturers of Toilet Articles, Packed Drugs, Tablets, Pills, Soothing Teats, Tin Boxes, Druggists' Sundries generally. Apply in first instance by letter to Mr. T. Crickmay, 34 Harlescott Road, Nunhead, London, S.E.

**C**ALCUTTA.—Messrs. Bathgate & Co. require two Assistants immediately; Minor qualification; unmarried; age about 21 to 26; passage paid out and home; four years' agreement; salary (monthly) first year Rs. 250, second Rs. 275, third Rs. 300, and fourth Rs. 325. Apply, giving full particulars of experience, to Messrs. Alex. Lawrie & Co., 14 St. Mary Axe, London, E.C., who will answer all inquiries.

**C**HINA.—A qualified Assistant (24 to 28) required, with experience in Manufacture of P.B. Preparations and some Analytical knowledge; 4 years' agreement; passage paid out and home; good salary and excellent prospects to a suitable man; preference given to an English-speaking German. Apply, with full particulars, to 86/55, Office of this Paper.

**I**TALY.—Qualified Assistant required by a first-class firm of English Chemists; knowledge of Italian not essential. Apply, in first instance, stating age and experience, to "H. A. G.", Export Department, S. Maw, Son & Sons, 7/12 Aldersgate Street, London, E.C.

ITALY.—Messrs. H. Roberts & Co., Naples, require qualified Junior, with first-class experience. Write, giving full particulars, to "G. S.," 40 Boundary Road, N.W.

KARACHI, India.—Qualified Assistant required for a first-class private British firm of Chemists; age about 25; 3 years' agreement; second-class passage paid out; salary first year £200, second year £220, third year £240. Apply, with photo and references, to "R. L." S. Maw, Son & Sons, 11 Aldersgate Street, E.C.

PARIS.—Qualified Assistant; Continental experience and knowledge of French. State age, height, experience, and salary required (outdoors), to "Continental" (97/50), Office of this Paper.

SHANGHAI.—Qualified Assistant, about 25, required for old-established English Chemists; four years' agreement; passage paid out and home; terms (approximately) £180 first year, with annual advance of £24; furnished room and medical attendance provided. Apply, with full particulars, to 86/550, Office of this Paper.

LABORATORY.—Wanted, a working Manager for small Laboratory in South Africa; must have had good experience in making B.P. Preparations and Proprietary Lines; unmarried preferred; passage paid out; 3 years' agreement; salary £18 per month first year; £19 second, and £20 third. Apply, by letter only, to "C. M. N." 438 Blandford Road, Beckenham, Kent.

## SITUATIONS WANTED.

IS. for 12 words or less; 6d. for every 10 words or less beyond, prepaid.

The Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 6d.

### [HOME.] RETAIL.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded.

ASSISTANT (23) desires change, height 5 ft. 10 $\frac{1}{2}$  in., energetic, as Counterman; 9 years' experience high-class Stores; Photography, Window-dressing; excellent references; outdoors; London preferred. 198/15, Office of this Paper.

ASSISTANT; 42; Dispenser, Counter; disengaged; single; references. "Specs," 37 Chesham Road, Brighton.

ASSISTANT (19) requires situation, South Coast; short hours; good-class Dispensing experience; good references. Apply, Evans, Oakfield Road, Brettell Lane, Stourbridge.

ASSISTANT or Branch Manager; 33; married; unqualified; 19 years' best London and Provincial experience; Window-dressing, Photography; immediate; seaside preferred; 6 years last berth. "Lictor," 47 Whithy Road, Fallowfield, Manchester.

ASSISTANT or Manager; 26; tall; 11 years' good all-round Dispensing, Photographic, and Counter experience; York district preferred; disengaged February; outdoors. Apply, 201/10, Office of this Paper.

ASSISTANT; 21; permanent; Dispensing, Counter, Photography; good references; 5 $\frac{1}{2}$  years' experience; good class. 201/120, Office of this Paper.

ASSISTANT, young, tall, requires berth with Chemist-Optician to learn Chemistry; reciprocal terms; can do Repairs and ordinary Sight-testing. Apply, "Optics" (202/15), Office of this Paper.

ASSISTANT (unqualified) desires situation in Birkenhead or Liverpool; experienced in Dispensing, high-class Counter work, also Photography. 204/11, Office of this Paper.

ASSISTANT; 22; Wholesale and Retail experience; Dispensing, Photo, and Counter work. Scotia, 75 Perry Hill, Catford, S.E.

BRIGHTON District.—Responsible Pharmacy Assistant, unqualified; Dental and Optical experience; March; permanent. 202/1, Office of this Paper.

ISENGAGED.—Assistant or Branch Manager; energetic; accustomed brief trade, Counter, and N.I.; age 40; married; moderate salary; London or South Coast preferred; unqualified. 205/40, Office of this Paper.

ISENGAGED.—Assistant; Locum; permanent; experienced; competent; reliable. "Chemicus," 28 Clayerton Street, Pimlico, S.W.

DISPENSER (Hall) desires employment. Miss Attwood, Roselea, Pear Tree Avenue, Itchen, Southampton.

DISPENSER (young lady) desires Part-time employment in London; mornings and afternoons; Apothecaries' Hall certificate; Bookkeeping Miss Adams, Rampside, Barrow-in-Furness.

DISPENSER disengaged; Locum or permanent; qualified. 27 Elm Lodge Avenue, Reading.

VENING work wanted; Dispensing or Surgery Attendant. E "A," 24 College Street, Chelsea.

VENINGS; one from 6, three from 7.15; qualified; easy distance City. 200/26, Office of this Paper.

VENINGS; two or three weekly; reliable, experienced. E "Minor," 12 Tyrwhitt Road, Brockley.

VENINGS from 6.30; lady Dispenser; qualified. "E. B.," 140 Green Lanes, Stoke Newington.

EXPERT Dispenser, Salesman; thoroughly experienced; reliable references. Forster, 5 Coleridge Road, Finsbury Park, N.

IMPROVER.—Youth, aged 19, requires position in a Retail business as Improver; 5 months', 4 months', and 2 $\frac{1}{2}$  years' references in good houses; small salary required. "R.," 2 Glebe Place, S.W.

JUNIOR in high-class Dispensing business; height 5 ft. 9 in.; time for study if possible; no Drug Stores need apply. Caden, c/o Randall & Son, Ltd., Southampton.

JUNIOR (21) requires situation; London (N. or N.W. preferred); 6 $\frac{1}{2}$  years' experience; free February 9. Fermor, 20 Biggin Street, Dover.

LADY Dispenser (Hall) requires re-engagement; Doctor or Institution preferred; assist with Bookkeeping. 198/24, Office of this Paper.

LADY (Minor), disengaged end of February; Institution or Retail; experienced; good worker; excellent references. 204/22, Office of this Paper.

LADY Pharmacist requires post as Secretary or Manageress; in London. 205/37, Office of this Paper.

LOCUM or permanency; qualified; now disengaged; thoroughly reliable. "M.P.S.," 165 Percy Road, W.

LOCUM.—Qualified Pharmacist requires temporary situation in good-class London business; disengaged. 200/31, Office of this Paper.

LOCUM; qualified; tall; good experience; abstainer; disengaged. "Pharmacist," 23 Durham Road, Sheffield.

LOCUM; 49; single; abstainer; experienced; excellent references; unregistered. "Energetic," 73 St. Andrew's, Uxbridge.

LOCUM work required by a Pharmacist during this next three months only; Warwickshire preferred; disengaged. W. Wilkins, 62 Stanway Road, Earlsdon, Coventry.

LOCUM; qualified; 48; disengaged; first-class references and experience. Dewey, 3 Helena Avenue, Margate.

LOCUM or permanency; qualified; middle-aged. 201/29, Office of this Paper.

LONDON.—Unqualified Assistant; good-class Dispensing, Prescribing, and Counter experience. "Photo," 56 Eccles Road, Battersea Rise, S.W.

MANAGER; busy Branch; qualified; 40; abstainer; active, energetic, dependable—*vide* exemplary references. Kindly state salary offered for satisfactory service, hours, etc., to 196/13, Office of this Paper.

MANAGER, M.P.S., F.S.M.C.; London and provincial experience. 201/20, Office of this Paper.

MANAGER; energetic, experienced; 44; work up branch or Drug Store; unregistered. Address, "Reliable" (206/22), Office of this Paper.

**N**IIGHT or evening duty; qualified; excellent references. "Ucalia," 397 Clapham Road, S.W.

**O**NE or two evenings; quick Dispenser; experienced. "H. W.," 5 King's Avenue, Hounslow.

**P**ART-TIME situation required by unqualified; good experience. "Rhei," 50 Foxley Road, Brixton, S.W.

**P**ART-TIME or Locum; reliable; good experience and references. Hanson, 89 Camberwell Road, S.E.

**P**ART-TIME; Minor student; high-class experience; near schools preferred, but not essential. 202/2, Office of this Paper.

**P**HARMACIST (40) desires light employment; Liverpool or near; reasonable wages; easy berth. 203/13, Office of this Paper.

**P**HARMACIST requires situation; foreign degrees; first-class Dispenser; over one year's London experience; English, French, German. "Chemist," 10 Adolphus Road, Finsbury Park, N.

**Q**UALIFIED; Prescriber, Extractor; 20 years' experience. Hall, 4 Perry Street, Northfleet, Kent.

**Q**UALIFIED Manager; good experience and references; outdoors preferred. Daniels, 146 Clommore Street, Southfields, S.W.

**Q**UALIFIED; Manager or Senior; 27; has good all-round experience; first-class references; City or West End preferred; outdoors. 201/1, Office of this Paper.

**Q**UALIFIED Chemist (elderly) requires post as Supervisor or Manager; London district preferred; terms moderate. Apply to "Exam." (198/12), Office of this Paper.

**Q**UALIFIED; 15 years' good Dispensing and Retail experience; disengaged February 1; Southsea or Portsmouth preferred. Address, York, 1 Broadgate, Botley, Hants.

**Q**UALIFIED (22); highest references, abstainer, requires engagement (outdoors) by 9th of February in high-class business where good all-round experience is obtainable. Full particulars, stating hours and salary offered, to David, 41 Glamorgan Street, Barry, Glam.

**Q**UALIFIED; 30; disengaged; exceptional experience, England and Continent; position London, managerial preferred; perfect French, fluent German. "Apotheker" (199/7), Office of this Paper.

**Q**UALIFIED; 29; excellent experience and references; permanency desired. Particulars and terms to 199/10, Office of this Paper.

**Q**UALIFIED Manager; married; 5 years' present situation. Spink, 27 Tottenham Court Road.

**Q**UALIFIED; Manager, Locum; London; married; 46; varied experience; N.H.I., Photography; permanency and outdoors preferred; reliable. "Phenalgin," c/o 53 Southdean Gardens, Wimbledon Park.

**Q**UALIFIED; 25; high-class Retail and Dispensing; abstainer; excellent references; England or Continent. "F.," 54 Freemantle Road, Cotham, Bristol.

**Q**UALIFIED; as Manager or Locum; married; good experience. Burton, 18 Buckhurst Avenue, Sevenoaks.

**Q**UALIFIED Manager; 39; married; resident permanency near London preferred; abstainer. Sandholme, 9 John Street, Rhyd.

**Q**UALIFIED; disengaged; 27; 11 years' experience, London and provinces; as Manager or Ass'tant. "Pharmacist," 83 Battersea Rise, Clapham Junction, S.W.

**Q**UALIFIED; 38; disengaged January 31. Williams, 155 Praed Street, Paddington, W.

**Q**UALIFIED (lady) seeks reliable post, Pharmacy, Institution. Shaeklock, Clarendon Hotel, Clifton, Bristol.

**Q**UALIFIED Manager; 41; good organiser; keen Buyer. "S.," 28 Silver Crescent, Gunnersbury.

**Q**UALIFIED Manager; preferably to live over premises; London or near; married; first-class experience and references. "Drugs," 144 Gleneagle Road, Streatham, S.W.

**Q**UALIFIED; 26; good experience; disengaged shortly; single. "R. A. C.," 55 Bradshawgate, Leigh, Lancs.

**Q**UALIFIED; Manager or Senior; age 35; tall; good experience; last position 9 years Manager; disengaged February 9. "W.," 14 Mulgrave Street, Plymouth.

**Q**UALIFIED; 29; tall; fair; abstainer; Lancashire, Southport, Liverpool, or Manchester district preferred; excellent references; salary £2 15s.-£3 a week. 204-24, Office of this Paper.

**Q**UALIFIED; 32; single; smart; reliable. "Casca" (203/20), Office of this Paper.

**Q**UALIFIED Manager; 42; varied experience; dental operating mechanic; could introduce Dentistry; disengaged. 202/32, Office of this Paper.

**Q**UALIFIED, middle-aged, desires Management; married; South Coast preferred. 202/6, Office of this Paper.

**Q**UALIFIED, 29, experienced, desires berth as Manager, Locum, or with view to succession. 201/15, Office of this Paper.

**Q**UALIFIED Managership, with view to succession or partnership; 29; London, provincial, and Store experience; can put £200 and plenty of energy into business. State terms in first letter, 201/18, Office of this Paper.

**Q**UALIFIED; tall; 26; first-class experience, London and Continent; excellent references; speaks fluent French and German; disengaged. "G.," 41 Hart Street, W.C.

**Q**UALIFIED; young gentleman requires situation; London; outdoors. "Statim," 4 Ferndale Road, Clapham.

**Q**UALIFIED; Manager, Locum, or permanency; exceptionally good all-round experience; London and country; satisfactory references; reliable and trustworthy. "Aspirin," 238 Derinton Road, Tooting, S.W.

**Q**UALIFIED; 27; best-class experience, West End and S. Coast; disengaged end of January; outdoors. W. Dunbar, 44 Gordon Place, Kensington, W.

**Q**UALIFIED, 28, desires re-engagement as Manager of suburban Store, Pharmacy; excellent references; Photographic and some Optical experience. Smith, Holmeleigh, Sutton, Cambs.

**S**OUTH DEVON, Cornwall.—Qualified; abstainer; 29; indoors; outdoors.—R. Clement, Wantage, Berks.

**T**HOROUGHLY competent Assistant or Manager; 39; tall, active, and of good address; all-round experience; accurate Dispenser, excellent Salesman and Prescriber; highest references; outdoors. "Statim," 12 Cowley Road, Oxford.

**T**WO evenings a week disengaged; Dispensing and Counter; competent. "Cuth," 31 Banington Road, Brixton.

**£2** weekly; Locum, permanency; 36; qualified; disengaged "Chemist," 157 Belgrave Gate, Leicester.

**U**NQUALIFIED Assistant; Extractor; Country Dispensing and N.H.I. Prescriptions; Nottingham, Sheffield, or Midlands. "Calcium" (200/25), Office of this Paper.

**U**NQUALIFIED Assistant; 23; whole or part time; 9 years' Retail experience; good Dispenser, Photography; outdoors; London district. "W. S.," 5 Cuthill Road, Camberwell, S.E.

**U**NQUALIFIED; 24; good Dispensing and Counter experience. "Assistant," 4 Spring Gardens, Buxton.

**U**NQUALIFIED requires permanency, Manager or otherwise; excellent references. Brewer, 53 Graham Road, Dalsel, London, N.E.

**U**NQUALIFIED Assistant; 32; 13 years' good all-round experience. "Velox," 14 St. Aldate's, Oxford.

**U**NQUALIFIED; as Assistant or Manager; 25; smart and energetic; good testimonials; disengaged February 14. London preferred. G. J. Doel, The Pharmacy, Much Wenlock, Salop.

**U**NQUALIFIED; Assistant or Manager; 34 years; married permanency desired; 17 years' good-class experience, Photographic, Dispensing, Bookkeeping, Counter; Lancs or Yorks "Rhei," c/o J. Quilliam, Ltd., Victoria Bridge, Manchester.

**U**NQUALIFIED; 21; good-class experience Dispensing, Counter, and photography; excellent references. 201/12, Office of this Paper.

UNQUALIFIED; fluent French and German; experienced; highest references for West End. "S. F." 9 Stockwell Park Road, S.W.

UNQUALIFIED Assistant, age 42; married; permanency preferred; London; all-round experience; disengaged February 5. "Radix," 8 Marlow Terrace, East Ham.

UNQUALIFIED, 34, married, good all-round experience, requires permanency; Dispenser, Counterman, or Branch Manager; Disengaged 29th. "Statim," 26 Windsor Road, Ealing.

UNREGISTERED; Assistant, Manager, Part-time; middle-aged; sound experience; accustomed to brisk trade, N.H.I. Dispensing. "Chemicus," 147 Hatherley Gardens, East Ham, E.

WORKING Manager; middle-aged; energetic; experienced; Dispensing, Photographic; modern Cash; highest references. "D." (201/16), Office of this Paper.

## WHOLESALE.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded.

ADVERTISER (qualified), having had control of Manufacture, Factory, and Secretariats of well-known Proprietary Medicine for some years, seeks similar post of responsibility. 201/27, Office of this Paper.

CHEMIST, qualified, seeks position as Laboratory Manager; many years' experience in Manufacturing and in Analytical Laboratories; first-class references; home or Colonial. 204/23, Office of this Paper.

CHEMIST'S Assistant, 27, desires position with Wholesale firm as Representative; disengaged February. "Energetic" (205/7), Office of this Paper.

GOOD Side-line, part expenses and commission, wanted by first-class Salesman; extensive connection London and provinces; excellent references. Apply, 200/29, Office of this Paper.

MAN, 24, 10 years' good experience in best houses, requires position in Buying or Order Department. 198/36, Office of this Paper.

TRAVELLER, over 8 years with leading firm, wishes engagement for Lancashire and Midlands; extensive connections with Chemists. 196/39, Office of this Paper.

TRAVELLER, 10 years' connection, having City office, is open to carry Side-lines suitable for Chemists, Druggists, etc.; commission basis; preference given to provincial house. Apply, 198/58, Office of this Paper.

TRAVELLER, 5 years' connection, South Coast and West of England, wishes position; Drugs and Patents; expenses and commission. 184/32, Office of this Paper.

UNQUALIFIED, energetic (26), wishes to Represent good Sundries or other house on commission and expenses; North Wales district. 203/33, Office of this Paper.

UNQUALIFIED Assistant (20) requires post in a Wholesale house. G. H. Adams, 77 Ewart Road, Forest Hill, S.E.

YOUNG man (20) seeks employment in Wholesale house; 5 years with Retail and 6 months in Wholesale. Weston, Wood Street, Calne, Wilts.

"GUIDE TO PRELIMINARY EXAMINATIONS IN PHARMACY," etc.—Many of our readers will be considering from time to time what to do with their sons, and in this connection may desire to ascertain the degree of difficulty of examinations for pharmacy, medicine, dentistry, etc. This little volume contains full information as to the regulations, together with sample papers and many useful hints on all the subjects given at the Preliminary examinations for these professions, and it is a book necessary to the intending competitor and useful to the parent seeking information.—*The Schoolmistress.*

## MISCELLANEOUS.

M<sup>C</sup>ADAM & TUCKNICK, Sharedealers, Bank Chambers, Blackheath, S.E. Established 1898. Telephone 81 Lee Green. Shares for Sale (free of commission, subject).—95 Allenbury "B" 6 per cent. Preference, 23s. 9d.; 45 Claudius Ash 5½ per cent. Preference, 22s. 9d.; 300 Bovril Deferred, 9s. 1½d.; 100 Brunner, Mond Ordinary, 92s. 7½d.; 200 Ilford Ordinary, 13s. 6d.; 250 Preference, 19s. 7½d.; 500 A. J. White, 7s. 10½d.; 85 Wright, Layman Preference, 21s. 1½d.; 100 Castner Kellner, 55s.; 200 Mazawattoe Ordinary, 3s. 9d.

Wanted (subject).—Camwall Debentures and Preference; Idris Debentures.

List of Shares for Sale and Wanted sent free on application. Every effort made to effect business for Buyers and Sellers in all Stocks and Shares. Bankers, London County and Westminster.

SECOND-HAND CHEMISTS' FITTINGS.—We have an exceptionally fine selection of these in all sizes; prices are right and goods are in first-class condition; we shall be pleased to supply particulars and prices. Call or write, RUDDUCK & CO., 262 Old Street, E.C.

CHEMISTS' FITTINGS, Secondhand.—Enough to fit up a dozen shops, comprising Ranges of Shelving, Drawers, Lockers, Counters, Piano-fronted Wallcases, Dispensing-screens, Counter-cases, Shop Rounds, etc., at give-away prices. D. Matthews & Son, The Chemists' Fitters, 14 and 16 Manchester Street, Liverpool.

CHEMISTS' FITTINGS, Silent Salesman Showcases, Drugfittings, Dispensing-screens, Wall-cases, Perfume-cases, Desks, Glass-front Counters, Counter Drawers, Shop-soiled, Second-hand, at unbeaten prices; before you decide get my estimate, you can't do better; 30 years fitting Pharmacies. George Cook, the Chemists' working Shopfitter. New address: Catherine Street, City Road, E.C. (few doors from Old Street).

CHEMISTS' FITTINGS.—14-ft. Drugfitting; 12-ft. Glass-fronted Counter; 6-ft. Dispensing-screen and Counter; 6-ft. Wall-case, Perfumery Case and Desk; Mahogany Bent Plate-glass Counter-case and Counter Drawers; all in first-class condition; the lot £49 10s.; an absolute bargain; cheapest house in the trade for structural alterations, Shop Fronts, etc. H. Mills, Chemists' Complete Shopfitter, Shop-front Builder, Steam Works, 163-5 Old Street, London, E.C. 'Phone 550 London Wall.

BEST cash price for all old Cameras, any make, also all old Photo goods, no matter how damaged; any kind you may have send them along; cash will be sent same day; no waiting; we buy all and return nothing. S. E. Hackett, 23 July Road, Liverpool, E.

M<sup>C</sup>QUEEN'S System of Accounts for Chemists; works out gross and net profits, balance sheet, and income-tax return with guaranteed certainty; a work well known and considered indispensable by progressive Chemists (Eleventh and improved Edition). Full particulars and testimonials, post free, McQueen & Co., Moat Road, E. Leicester.

PRICING Insurance Prescriptions.—Send your Prescriptions every week or month and have them returned post paid in a few days; priced by competent Dispenser used to Tariff work; 1s. per 100. "J. F. H." 87 Northumberland Park, N.

£40.—Complete set of Pharmacy Fittings, secondhand, comprising 10-ft. Mahogany Drug Fixture, 8-ft. Mahogany and Plate-glass Serving Counter, Nest of Counter Drawers, Dispensing Screen and Counter, Mahogany Wall Showcase, Mahogany and Plate-glass Perfumery Showcase and Desk; all in excellent condition. PHILIP JOSEPHS & SONS, LTD., 93 Old Street, London, E.C.

SEEDS! SEEDS!! SEEDS!!!—Chemists add to your income by selling high-class Seeds direct from the growers; 1d. Pictorial's a speciality; wholesale catalogue post free. E. W. King & Co., Seed Growers, Coggeshall, Essex.

WANTED to Purchase for cash, 300 old Acid Carboys (not oil). Address, "Carboys" (86/22), Office of this Paper.

C. & D. SHOPS ACT NOTICE.—An inspector of shops under one of the County Councils, writing in regard to the notice-card which we publish for exhibition by chemists during closing hours on the half-holiday, says: "The notice seems to be as little objectionable to the shopkeeper as it can be made." We supply a pair of the notices for 8d., post free.

# EXCHANGE COLUMN

One halfpenny per word with name and address. One penny per word if we register the address and attach a number.  
No advertisement inserted for less than 6d.

## FOR DISPOSAL.

### BOOKS AND PERIODICALS.

"PHARMACEUTICAL Journal" sent post free for 6s. per annum. J. C. Lloyd, Lewes.

### PROPRIETARY ARTICLES.

WHAT offers?—8 Soden mineral pastilles; 3 gal. liq. caul. et pulsat. co.; 1 doz. 1s. 1½d. Thierry's balsam; 6 doz. 1s. Mackenzie's arsenical soap. 185/58, Office of this Paper.

### SHOP FITTINGS.

NATIONAL Cash Register; total adder and printer; from ½d. to £2; and six keys for same; absolutely perfect. Vaughan, 12 and 14 Leeds Bridge, Leeds.

### MISCELLANEOUS.

FULL-SIZED hot-water pillow; perfect condition. Offers, McMullan, Chemists, Larne.

TWO 5-grain pill machines and one 2-grain ditto; good condition. Offers, "Chemist," 5 Station Road West, Canterbury.

RONEO duplicator; cost £16 new; self-inking, automatic feeding. Milling-Johnson, Ltd., Chester.

CAPSULE plant, complete with press, moulds, oven, hot table, and racks; in perfect working order. Apply, 95/71, Office of this Paper.

WATER-BED, 36 by 72, good condition, 35s.; typewriter, No. 5 Blick, perfect condition, bargain £4. Starmer, North Finchley.

THREE copper vacuum pans, 100, 130, and 450 gals. content respectively, complete with condensers and pumps, in good condition. Apply, Bennett, Sons & Shears, Ltd., Pontifex House, Shoe Lane, E.C.

### WANTED.

CASE optical trial lenses and frame. Wilcockson, Southampton.

SQUIRE, latest; good condition; cheap. Turner, 41 Thornton Avenue, Chieveley, W.

GARDNER'S grinding mill, hand power, or small grinding mill. Write, McMullan, Chemists, Larne.

OPTICAL books; Minor Major, Chemists' books; send prepaid for valuation; cash offers per return. Gower, Bookseller, 41 Voltaire Road, Clapham, London, S.W.

## DON'T SHOUT!!

Which speaker impresses you most, he who shouts assertions at his audience, or he who deals with his points one by one in orderly sequence and presents a compact logical argument? That is the difference between an ordinary window-card and a TALKING CARD. The first metaphorically shouts at the reader, the other presents a logical argument for the speciality or department of your business it is dealing with. That is why high-class middle-class and working-class chemists are all delighted with them: they appeal to the reason of the passer. They don't shout that, for example, your Cough Mixture is good, they prove that it is. They are a

### NEW METHOD OF WINDOW ADVERTISING.

Write for details—

**BROMLEY, Chemist, Whetstone, Middlesex.**

WANTED to exchange "International Correspondence Schools' Advertising Course," 4 vols., costing £16, for serviceable typewriter, Underwood preferred. Particular, 198/22, Office of this Paper.

THE following back numbers wanted for binding, all for the year 1913: "Pharmaceutical Journal," February 8, March 29, April 19, June 7, and November 1; "B. & C. Druggist," January 31, April 4, and April 18. 201/40, Office of this Paper.

## IT IS NO MYSTERY

BUT A WELL-KNOWN FACT THAT OUR SHOWCARDS GIVE SATISFACTION.

If you are not satisfied with the ones you have, write us—  
FOR WE CAN HELP YOU

We give you Style, Quality, and Effect, AT LOW CO. T.  
F. MERTEN & CO., 72 Marlborough Rd., Holloway, LONDON, N.

## HOW TO ADVERTISE.

The different ways—which are the best? Hints on same—advantages of window displays—practical ideas for Pharmacists—new ideas essential in specialties. My system in a nutshell is dealt with in a letter ready for your perusal. Send for a copy at once; it's free to Pharmacists. This letter (stated a Pharmacist who saw the first copy) should be in the hands of, and read by, every pharmacist.

BILLYARD ALLISON, Pharmacist, RETFORD.

## THE CHEMISTS' FRIENDLY SOCIETY

Members who have not returned their 6th quarter's stamped Cards and Insurance Books to the office are requested to do so without delay.

Forms of application for admission to the Society on request from

THE MANAGER, C.F.S. (C. Dept.), 194 St. Vincent St., GLASGOW.

## PERSONALITIES.

Authenticated information for this section will be received by the Editor, and published, if not in the nature of advertisement.

THE LORD CHIEF JUSTICE has taken the title of Baron Reading of Earley in the county of Berks.

MR. WALTER C. STREET, chemist, Louth, Lincs, has been placed on the Commission of the Peace for the borough.

MR. ERNEST QUANT, F.C.S., pharmacist, Torquay, has been appointed honorary bacteriologist and clinical analyst to the Torbay Hospital, Torquay.

MR. H. MEYNELL, chemist and druggist, of High Street, Tenterden, Kent, has been re-elected honorary secretary of the local Tradesmen's Association.

BRO. F. D. PHILLIPS, S.W., was installed as Worshipful Master of the Cambrian Lodge (No. 464), Haverfordwest, on January 14. Mr. Phillips is also High Sheriff, and it is unique for a pharmacist to hold the position of High Sheriff and Master of a Masonic Lodge at the same time.

MR. W. S. N. MERRICK, of South Street, Dorchester, was on January 19 elected as town councillor for the Central Ward, Dorchester, to fill a vacancy created by the death of the late Councillor E. W. Young, J.P. Mr. Merrick secured the largest majority ever recorded for the ward, polling more than three times the number of votes registered for his opponent—a surgeon dentist. He is one of the most active members of the Dorset County Pharmacists' Association and a member of the Statutory Pharmaceutical Committee.

EALING PHARMACISTS' ASSOCIATION.—A whist-drive will be held at Buot's Restaurant, Sandringham Parade, Ealing, W., on Friday 11. Tickets (2s. 6d. each, including refreshments) from Mr. Roberts, Chemist, Acton; Mr. Weston, Chemist, Ealing; or Mr. Udale, Hanwell Asylum, W.

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